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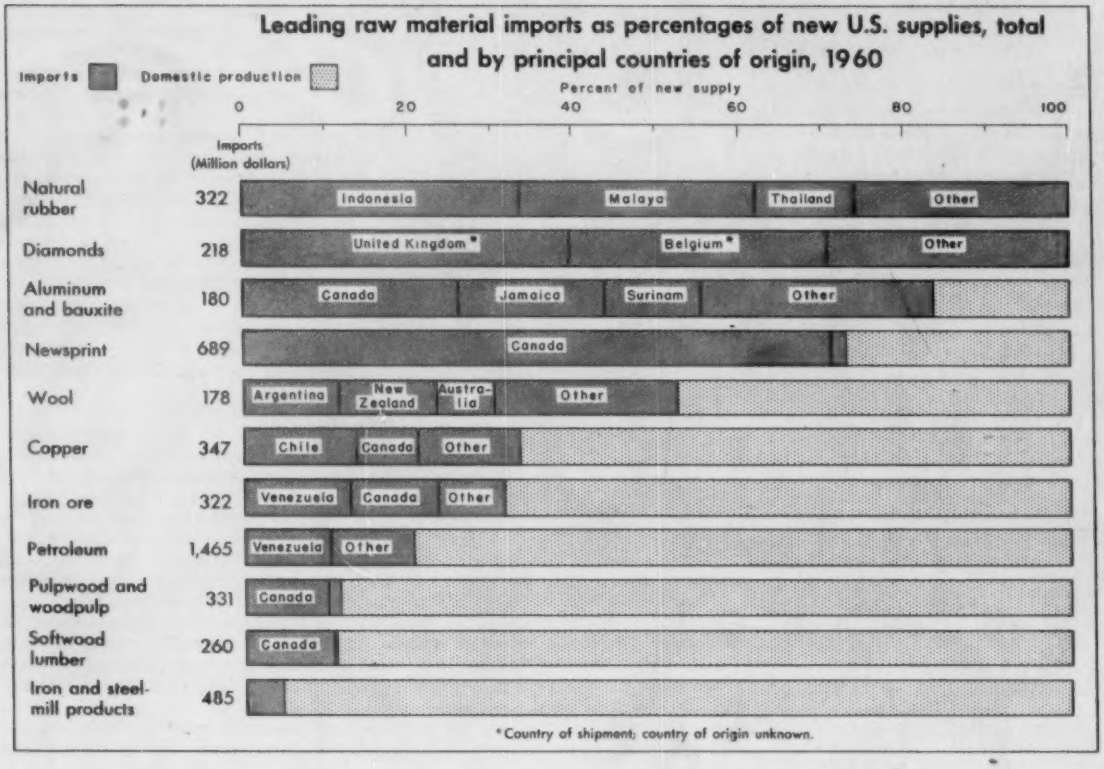
Raw Materials Imports Make Big Contribution To U.S. Economy—Cover Page 2



Commerce Survey Shows Five States Lead in Exports—Page 206

Foreign Commerce Weekly

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Reports included in the Commodity News department generally are prepared by the Business and Defense Services Administration industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Raw Materials Imports Make Big Contribution to U.S. Economy

THE President's tariff message to Congress this past week focused public attention on the problem of the importance of raw materials to the economy of the United States, and the extent to which the nation's industry relies on foreign supplies for its manufacturing establishment (see graphic chart on cover).

Several significant facts are noteworthy:

- **For many strategic raw materials and other products, vital to the economy, we are totally dependent on foreign sources.**
- **The rate of increase in raw materials imports in recent years has roughly followed that of the United States output of goods.**
- **Nearly half of our total imports consist of raw materials.**
- **Products obtained wholly or almost exclusively from foreign sources comprise about one-fifth of our total raw materials imports.**

THE fact is that raw materials imports are essential to American industry. U.S. producers have come to rely increasingly on foreign supplies for some materials, and for others have always been totally dependent. Among the latter have been materials that have not bulked large in either volume or value of imports and yet have held the key to production of many types of goods.

U.S. Net Importer of Raw Materials

The United States has long been in the position of a net importer of raw materials, having shifted from that of a net exporter at the end of World War II. The availability of foreign raw materials at economical prices to supplement or augment our domestic resources has had beneficial effects on our economy by permitting the production of new and better goods at lower costs than would otherwise have been possible.

The trend in U.S. imports of raw materials has closely paralleled the course of domestic industrial production. In periods of lowered activity here, purchases of foreign materials have declined, only to rise again in periods of renewed economic activity.

The rate of increase in raw materials imports in recent years has roughly followed that of U.S. output of goods, and the ratio of raw materials imports to the U.S. output of goods, therefore, has remained at about 3%. While the dependence of the United States on foreign supplies is statistically small when compared with total supplies, we are by no means self-sufficient and these items are of great significance to our industrial structure. For many strategic raw materials we are totally dependent on foreign sources. For other products, reliance on imports has been growing at a swifter pace.

Imports of iron ore, for instance, comprised only 8% of new supply 10 years ago; in 1960 they represented 32%. Bauxite imports amounted to 65% of new supply in 1950; in 1960 they were 81%. Inflows of petroleum, 13% of new supply in 1950, rose to 20% 10 years later.

Many Imported Materials Vital

PRODUCTS obtained wholly or almost exclusively from foreign sources comprise about one-fifth of our total raw materials imports. Many of these imports are small in volume and value, but are key elements in many industrial processes. Included in this category are various types of gums and resins, crude drugs, vegetable dyeing and tanning materials, and ferroalloying ores.

Ferroalloying ores and metals imported from abroad are essential in the production of high-grade steel, an important component of all types of capital equipment ranging from machine tools to aircraft. To produce an automobile, over 30 imported materials are required. These include products available only from abroad, such as natural rubber from Indonesia and Malaya; industrial diamonds from the United Kingdom, Belgium, and the Republic of South Africa; and carpet wool from Argentina and New Zealand. Out of a list of 38 raw materials used in manufacturing a standard telephone set, 17 were purchased in foreign lands. These included aluminum (bauxite) from Jamaica; cobalt, nickel, and platinum from Canada; copper from Chile; lead from Mexico; and manganese from Brazil.

Raw Materials Half of Total Imports

IN 1960 and 1961 about $7 billion, or nearly half of total U.S. imports consisted of raw materials requiring further processing in U.S. manufacturing plants before ultimate consumption either here or abroad. Nearly three-fifths of these raw materials imports came from Canada and the American Republics, our neighbors in the Western Hemisphere, and almost one-fifth arrived from the lesser developed countries of Asia and Africa. The remainder, about one-fourth, was imported from Western Europe and Japan.

Many examples of the role of imported raw materials in our economy are included in a bulletin published by the Bureau of International Programs'

(See Imports, page 227)

A Trade Policy for The Sixties

By Peter T. Jones

Deputy Assistant Secretary of Commerce for Trade Policy

IN recent years the communist bloc has launched an extensive, carefully planned trade and aid offensive in an effort to divide and conquer one nation after another in the Free World.

The magnitude of this offensive is illustrated by the fact that in 5 years, between 1954 and 1959, the communist bloc stepped up its trade with carefully selected less-developed countries from $860 million to $2⅓ billion—a jump of 170%.

According to 1960 estimates, the Sino-Soviet bloc supplies more than 10% of the trade in Turkey, Finland, Iraq, Jordan, Sudan, Cambodia, and Uruguay. It accounts for more than 20% of the total trade of Iceland, Guinea, Iran, and Greece. And in Egypt, its share is more than 40% of the total, compared with 15% 5 years before.

What weapons have we to answer this challenge?

We have the weapon we ourselves invented—the weapon the Communists have now turned against us—and we know how to use it better than any nation on earth. The weapon is: Competition!

Free World commerce can be another shot heard around the world. It can be a major opportunity to seize the offensive—to take the initiative away from the Soviets—while providing for the vigorous growth of our own economy. We can demonstrate to the world the great vitality of free competitive societies and the all-important tangible and intangible benefits it offers to people everywhere.

But this great weapon of free international trade cannot be designed just to win a cold war battle. It must and will serve our overall purpose of building the strength and unity of the Atlantic Community and the entire Free World.

And there is abundant evidence that this can be done.

ONLY last year our exports amounted to a record $20 billion, whereas our imports were only $15 billion—a favorable surplus of $5 billion.

Moreover, more than three-fifths, or $9 billion worth of the goods we imported were in commodities we do not produce at all or do not produce in sufficient quantities to create any serious competitive problems.

Thus, for every dollar of competitive imports there are more than $3 in job and profit producing exports. And the other $9 billion of noncompetitive imports also supplies jobs and income to Americans in the service industries which transport and distribute them.

Our rubber, steel, and chemical industries are excellent examples of our ability to compete in world markets, and thus to spread the benefits of industrialization and a free society throughout the noncommunist world. In 1960, we exported more than $1,800 million worth of chemicals and allied products, an increase of about 14% over chemical and allied exports of the previous year. The same year imports totaled only $510 million.

Thus exports of American-made chemicals outpaced foreign chemicals imports in 1960 three and one-half to one, a substantially better ratio than the four to three ratio our overall trade balance enjoys, and we regard it as healthy.

Chemical exports, worldwide, accounted for 6% of the total sales of the U.S. chemical industry in 1960. What would the loss of 6% of total sales mean in jobs, profits, and the well-being of this industry? Consider the impact on our entime economy.

A substantial part of our export sales may well be jeopardized if we don't act and act soon to meet the challenge of our partners in the Free World—the European Common Market, Japan, and many other countries whose economies are growing stronger literally day by day.

NOW, let's look at the effect that the scheduled Common Market tariff changes will have on our exports. In the past certain of our exports have gone to those Common Market nations which have had rather low tariff rates. Now, under the Common Market Agreement, all the members are changing their tariffs so that, by 1970 at the latest and probably a good deal sooner, a common external tariff will be applied against all goods coming from outside the Common Market.

This common external tariff, in general, will amount to an average of the previously existing tariffs of all the members, with high tariffs coming down and low tariffs going up. The result will be that, in the future, any U.S. manufacturers exporting to countries which in the past had low duties, will have to pay a substantially increased rate.

Peter T. Jones

At the same time, Common Market member countries will have gradually eliminated their tariffs, against each other, so that in several years there will be no duties imposed on goods shipped from one Common Market country to another.

Some European manufacturers will pay no tariff whatsover.

But American competitors will pay a higher tariff than ever before.

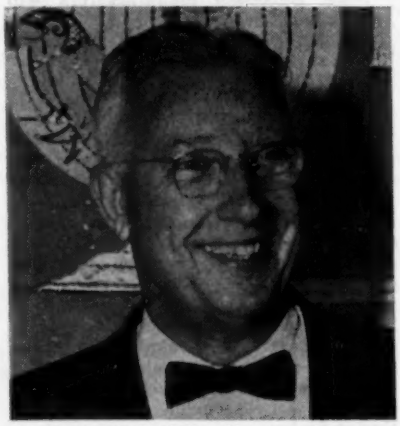
WE must act now. If it can not be quickly established in principle that tariffs will be lowered on both sides of the Atlantic, Europeans would see themselves operating behind a protective common external tariff wall and would be encouraged to make large capital investments for producing goods which are now being supplied them by American exports.

On the other hand, if they know tariff barriers are to be lowered, European manufactuerers will think twice about investing any large amounts of capital to produce these goods which they could then buy at reasonable cost from the United States.

If these trade barriers are lowered American business certainly can continue to compete successfully in the Common Market as it has been doing so well up to now.

ROBERT KING HIGH, mayor of Miami, was host to returning business volunteers.

W. MICHAEL BLUMENTHAL, Deputy Assistant Secretary of State for Economic Affairs, speaking to the Ecuador-Chile trade mission conference in Miami.



CLAUDE COURAND, director, American Republics Division, U.S. Department of Commerce International Affairs, is enthusiastic about trade missions successes in Latin America.

101st, 102d TRADE MISSIONS

Germany and Argentina set as Trade Mission targets for late April departures

Businessmen to present trade and investment proposals for exports, licensing, joint ventures under guidance of Commerce officials

THE international sales promotional know-how of your industry's foremost expert may be yours for the asking.

Ten leaders of American business will soon be ready to take your choice export offerings to vibrant marketplaces in Germany and Argentina. On the spot, face to face with other world traders, they'll represent you in carefully sifting profitable export-import opportunities, licensing arrangements and joint venture investments.

These volunteers, on leave from their own companies, need only a letter from you describing your firm's interests for them to start work in your behalf.

Five specialists in machinery and machine tools will participate in the April Trade Mission to Germany. They will be the most highly qualified men available to discuss the newest techniques in the field including instrumentation, packaging and printing machinery. Particular emphasis will be on automated processes. But business proposals are not limited to the specialty field. All types will be accepted and undertaken by these Missions.

The Mission to Argentina, also in April, will include authorities in the areas of food marketing, investment and licensing, engineering, production, building materials and construction processes.

A complete report on each business proposal submitted will be made on the return of the Missions along with the names, addresses and company affiliations of prospective customers or representatives.

The procedure is simple. You do not have to fill out a form. Answer these nine questions before March 15, by letter.

1. Do you now have business connections in the particular country or are you represented there (if you have an exclusive representative in the country, the Trade Mission cannot locate another agent for you)? If you are represented, by whom?

2. Have you had previous business experience with this country?

3. What products do you wish to sell or purchase in this country and/or what type of business transactions do you wish to make? Please describe products in detail.

4. Do you wish to obtain an agent abroad or do you prefer to export directly?

5. Do you prefer to import for your own account or to act as an agent?

6. Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?

7. Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.

8. To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?

9. What type of company would be qualified to transact your business?

All the information, besides the answers to these nine questions, that you provide will contribute to the most successful selling approach possible. Don't hesitate to better illustrate your proposition by including catalogues and brochures along with indications of the size and scope of your operations. No one is too large or small to be represented.

Send all information (an original and two carbon copies for each country) to Director, U.S. Trade Mission to Germany (or Argentina), Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. You may also reply through any Department of Commerce Field Office.

COURTESY THE PENTON PUBLISHING CO. (MANAGEMENT REVIEW)

WANTED: Volunteer businessmen to carry trade proposals abroad

Experts in machinery, machine tools, automation, food marketing, building materials sought

TEN very special American businessmen are urgently needed to serve on U.S. Trade Missions to Germany and Argentina.

The two Missions, each headed by a Department of Commerce specialist, will depart in April to work for several weeks in the principal industrial and commercial centers of each country.

The Mission to Germany will also establish and man a Trade Information Center at the German Industries Fair in Hanover.

Businessmen invited to serve on each Mission will be brought to Washington in March for a week of briefing and orientation.

If you qualify for any of the specialties listed below you are invited to write in detail to Director, Trade Missions Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

ARGENTINA

Highly qualified business leaders in the areas of food marketing, foreign investment and licensing, international trade, engineering and production, and building materials and construction processes are sought for the Mission to Argentina. Within their particular areas of specialization, the Mission members will promote trade and investment opportunities through general meetings, panel discussions, and individual consultations with Argentine businessmen.

Five businessmen with the following qualifications are needed to serve on the Mission. A knowledge of Spanish is desirable but not absolutely essential:

1. **Investment and Licensing:** Expert will advise Argentines on means of attracting U.S. investors and capital. Should know foreign licensing procedure; joint venture arrangements, U.S. investment practices, requisites and sources; leasing of machinery practices. Could be official from the foreign department of a bank or other financial institution, well-versed in international investment practices, procedures and channels. Competent to assist in presentation of specific projects to potential U.S. investors.

Alternative Qualifications: Head of Export-Import firm or sales manager involved in international operations who has joint venture and licensing responsibilities; or department head of economic research organization, university or educational institution competent to analyze and discuss elements favoring improvement of investment climate and to recommend measures to attract private U.S. investments as well as to determine financial worthiness of specific industrial and commercial projects in Argentina.

2. **Engineering and Production:** Conversant with design, construction, and operation of complete small and medium-sized plants and plant location centers. Should have wide knowledge of sources of supply for light industrial capital equipment, and ability to advise on leather products and food processing industries with a view to using U.S. equipment, "know-how" and capital.

Alternative Qualifications: Engineer with experience in all phases of plant layout and construction for efficient production, packaging, shipping of a variety of products. Experienced in a wide range of capital equipment requirements and utilization in small and medium-size plants.

3. **Adviser on Trade Methods:** Adviser on foreign trade methods and procedures; import financing, including up-to-date information on the new credit insurance available on U.S. exports and how it will work to stimulate more favorable credit terms to foreign importers. Should know U.S. sales promotion and advertising methods. Also able to advise on possibilities for products, e.g., consumer goods and light industrial items in Eastern and Western Hemisphere markets.

Alternative Qualifications: Exporters, importers and bankers, member of large commission agent firm well versed in foreign trade practices, customs details, documentation, methods of payment. Able to advise on textiles, apparels, handicraft articles, small miscellaneous manufactures such as those sold in dime stores and drug stores in the United States.

4. **Food Marketing:** Expert qualified to advise on U.S. methods and techniques appropriate for promoting Argentine products, including practical guidance and advice to firms interested in establishing markets for foodstuffs and allied products in other countries. Applicants might come from top management level of food processing and selling organization and should know market research, distribution, packaging. Fruits, vegetables, cereals, seeds, wines, cheese for grating, fish and fish products, vegetable waxes, leather products are among the items Argentina desires to develop for export.

(See Experts, page 188)

Argentina

The rise in Argentina's industrial production, beginning late in 1960, has continued and the need for U.S. capital and machinery remains strong. Argentina's import trade also continues at a high level. The U.S. enjoys a large share of this market although it faces stiff competition from Western European suppliers. Heavy actual and potential investments in such industries as chemicals, pharmaceuticals, automobiles and trucks, textiles, machinery, metals, and petroleum refining, point to sales opportunities for U.S. suppliers. New foreign investments have created jobs and demands for new products.

Germany

Boom conditions continue in Germany with full employment and increasing foreign exchange earnings. Rising wages are intensifying consumer demands for wide varieties of goods and services. An increasing number of potential opportunities for U.S. sales are being reported. Severe labor shortages and full order books have stimulated German interest in American machinery and capital equipment. The efforts of German manufacturers to substitute machines for scarce labor makes Germany an attractive market for U.S. labor saving, quality control, and automatic control devices. There is still on appreciable time lag for delivery of many types of German-produced machinery and the lead in U.S. automation and instrumentation is well recognized.

Experts in machinery, machine tools, food marketing, building materials sought . . .

(From page 187)

Alternative Qualifications: Import of wide range of food products or executive of food chain utilizing super-markets or other large-scale methods with ability to discuss problems and techniques related to production and merchandising food products in the United States, including production costs and trends, quality control, grading, packaging, labeling, U.S. markets and their peculiarities, pricing and sales promotion, Government regulations on entry into the United States. Trader with experience in design, packaging, processing through free trade zones, shipping refrigeration and preservation of perishable foods able to suggest new approaches to U.S. markets by Argentine exporters and/or analyze and advise on prospects for Argentine items not now sold in quantity in the United States.

5. **Building Materials and Construction Processes:** Expert to advise Argentine construction and building materials industries and government purchasing offices on sources of supply, utilization of power tools and labor saving devices, inventory control, shop efficiency, cost reduction, new machinery and methods utilized in the construction industry.

Alternative Qualifications: Manufacturer of machinery designed for construction work such as derricks, hoists and rigging, pile drivers, power shovels, pneumatic tools, metal-boring and welding equipment, materials handling and conveyor equipment, riveting equipment; or manufacturer of paints, hardware and small tools; or warehousing expert with broad experience, including some of the aforementioned categories.

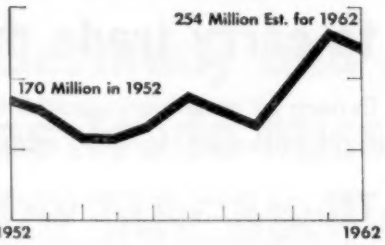
GERMANY

The Mission to Germany will concentrate its efforts in promoting U.S. trade and investment in the machinery field. Jointly, the Mission members must be well qualified to discuss U.S. export availabilities and the newest developments in U.S. machine tools, instrumentation, and packaging and printing machinery, with particular emphasis on automated processes.

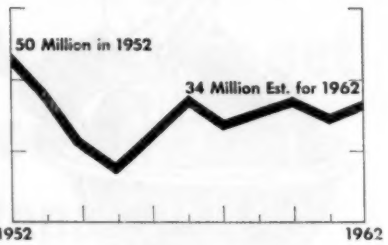
Five businessmen with the following qualifications are needed to serve on the Mission. A knowledge of German is desirable but not essential:

1. **Automated Processes:** Expert in the application of computer and data-processing equipment to industrial processes and production machinery and equipment (requirements, design, sales, installation, and operation). Able to discuss adaptability and feasibility to partial or complete plant automation. Qualified to discuss end results in terms of savings in labor and costs, decreased production time, increase of accuracy, improved manufacturing capabilities, etc. Knowledgeable U.S. sources of supply and able to demonstrate advantages and competitive superiority of U.S. equipment and engineering services. Capable of discussing the terms of licensing and joint venture agreements.

U.S. Machine Tool Exports



U.S. Machine Tool Imports



2. **Instrumentation:** Expert in a wide variety of the latest automatic control, measuring, recording, and qualitative testing and analytical types of devices (industrial application, design, installation, operation, and sales). Qualified to discuss end results in terms of improved accuracies, improved production capabilities, labor-saving costs. Knowledgeable U.S. sources of supply and able to demonstrate advantages and competitive superiority of U.S. instrumentation. Preferably able also to discuss the terms of licensing and joint-venture agreements.

3. **Metal-Working:** Expert in a wide range of the latest types of special and universal precision machine tools. Expert in uses of specialized and/or automatic machinery and machine tools in manufacturing plants in a highly developed economy. Able to discuss German potentials for specialty machine tools adapted to existing production methods and U.S. machine tool characteristics and capabilities. Knowledgeable U.S. sources of supply, price ranges, delivery time, and the competitive superiority of U.S. equipment. Able to discuss terms of licensing and joint venture agreements.

4. **Packaging:** Expert in the widest possible variety of modern packaging machinery and equipment, related particularly to foodstuffs but also including other consumer goods. Qualified to advise on the latest automatic packaging techniques as related to machinery requirements, adaptability, packaging materials, design, weighing, filling, labeling, etc. Knowledgeable of U.S. sources of supply, prices, delivery time, and the competitive advantage of U.S. equipment. Preferably able also to discuss terms of licensing and joint venture agreements.

5. **Printing Machinery:** Expert in the latest technological developments in printing machinery, especially for small and medium-sized plants. Qualified technically to advise on offset printing, automatic typesetting, printing presses, bookbinding machinery and auxiliary equipment used by the graphic arts or printing and publishing industry, and color presses—requirements, capabilities, savings in labor and costs, productive capacity, delivery time, U.S. sources of supply, and the competitive advantage of U.S. equipment.

Marking and Labeling Requirements of the Federal Republic of Germany and West Berlin

Report No. 61-11 in Part 2, World Trade Information Service

10 cents Published in March 1961. Available from Department of Commerce Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.—Some 36,000 tons of fuel oil reportedly will be shipped to Japan by Argentina. Except for a few small shipments of crude oil to Uruguay, this is first reported exportation of oil from Argentina.

  Government increased price of kerosene from 3.50 to 4.50 pesos per liter (about 83 pesos=US$1), effective January 8, 1962. Proceeds from increase to go to National Energy Fund.

- AUSTRALIA.—New oil discovery in Queensland expected to give strong lift to economy of Australia. Country has had to import all its oil requirements. Australian oil imports now amount to approximately 250,000 barrels daily at cost of about $1 million a day in foreign exchange.

  Australia's oversea trade balance in November showed largest monthly surplus, $71.7 million, since March 1957, accounted for mainly by heavy sales of wool, increased exports of wheat to communist China, and a seasonal increase in butter prices. Steady rise in steel and coal exports to Japan also contributed to the huge export earnings.

- BOLIVIA.—Government has decreed that national or foreign investments in first-class hotels would be free from all direct national, departmental, municipal, or university taxes for 10-year period, as part of the currently developing plans for government stimulation of the tourist industry. Only exception is customs service charges levied on importations. Capital for such investments may be in form of gold, foreign exchange, credits, or actually goods in kind.

  Bolivia's Vice President announced that a Supreme Decree establishing an atomic energy commission has been considered by the President. Commission would study radioactive minerals existing in the country and also would utilize isotopes in industry, biology, and medicine. Commission would be closely connected with the Cosmic Physics Laboratory in Mt. Chacaltaya.

- BRAZIL.—Federal Government has opened a credit with Bank of Brazil in favor of Centrais Electricas de Urubupunga (CELUSA) to assist in development of the giant Urubupunga hydroelectric powerplant (3 million kw.). CELUSA was formed by Interstate Commission for Parana-Uruguay Basin Authority comprised of 7 states.

- CHILE.—United Nations survey recently completed reveals iron ore reserves in Atacama Province approximating 800 million to 1 billion tons.

- DENMARK.—Ministry of Commerce has announced liberalization of imports, effective January 1, 1962, of a few additional goods—frozen fish fillets, fireworks, stencils, storage batteries, organs, and machine brushes—as anticipated last month. In addition, global import quotas for certain goods still subject to import control have been increased moderately for second half of licensing period July 1, 1961-June 30, 1962

- ECSC.—European Coal and Steel Community will float loan of 300 million Luxembourg francs (about $6 million) from 3 Luxembourg banks to aid coal and steel industry investment in the ECSC member states. The banks will offer 15-year bonds paying

4.75% to the public at par. . . . ECSC will float a 21 million guilder (about $5.8 million) 15-year bond issue on Dutch capital market at 4.75% interest rate, at par, to finance investment plans of various companies in ECSC countries.

- FRANCE.—Tariffs were adjusted on Dec. 31, 1961, in conformance with Treaty of Rome, on many products which had not been reduced unilaterally during the year, affecting principally agricultural products. Tariffs on these products when imported from other Common Market countries were reduced by 10%; tariffs on imports from third countries also were adjusted.

  Compagnie Generale de Telegraphie Sans Fil, one of France's largest electronics producers, and Hallicrafters Co. of Chicago recently announced joint creation of Warnecke Electron Tubes Inc., which will produce hyperfrequency tubes and other advanced electronic equipment in a factory to be built near Chicago. New company will use techniques and manufactured products developed by the French company in its research laboratories.

  Rheem Manufacturing Co. of California has established a subsidiary, Rheem-Chaffoteaux, in Paris, which will specialize in production of storage water heaters. French firm Chaffoteaux-Maury of Saint-Brieuc has a minority interest in new firm. Most French consumers now use instantaneous water heaters. Should the balance begin to swing toward the increased use of storage water heaters in France, a considerable market should open for U.S. manufacturers who are already geared to the mass production of storage-type equipment.

  Firestone's new synthetic rubber plant at Port Jerome, near Le Havre, is going into operation this month. New plant reportedly will produce annually 15,000 tons of polybutadiene and 3,900 tons of butadiene-styrene latex and will be first plant outside the United States to produce polybutadiene. Plant cost $8 million. Opening of the new Firestone unit makes a total of 4 synthetic plants now operating in France. Three other synthetic plants are projected or under construction by Polymer Corp., Michelin, and Goodyear.

  Thomson-Houston, second largest French producer of electrical equipment, and General Electric have signed agreement creating new company in France to produce semiconductors for Common Market. Thomson-Houston will supply equipment and personnel, while General Electric will furnish its patents under license. Up to now, France has been a significant importer of semiconductors from the U.S., which was its principal foreign supplier.

- GERMANY, FEDERAL REPUBLIC OF.—A consortium of West German commercial banks has agreed to extend a 40-million-mark ($10 million) loan to the South African Republic.

  Two West German banks have acquired an interest in the Industrial Credit & Investment Corp. of India, Ltd., Bombay, an organization established by private Indian, British, and U.S. groups in 1955 to promote private initiative in the Indian economy.

  An Indian Government official has announced that Indian/German joint ventures represent about 25% of the approximately 250 industrial projects carried out by Indian firms in partnership with foreign companies.

  The Daimler Benz AG, of Stuttgart, has announced plans to establish a plant in the Sudan for assembly of trucks.

  Ferrostaal AG, Essen, reportedly will supply machinery, tools, and equipment totaling about $2.84 million in value to Argentina for investment in an Italian-controlled company, Cometarsa, at Campana near Buenos Aires, which will produce diesel electric locomotives.

  Farbenfabriken Bayer AG, has announced establishment of a 100% subsidiary, FBA Pharmaceuticals, Ltd., Sydney, Australia, with registered capital of £50,000 for distribution and manufacture of Bayer pharmaceuticals.

Badische Anilin & Soda-Fabrik, AG, represented by its wholly owned subsidiary, BASF Handels-und Export GmbH, has concluded a contract with Mitsubishi Petrochemical Co. to form a joint subsidiary, Yuka-Badische KK, in Japan. Latter is designed to build a petrochemical plant at Yokkaichi with initial capacity of 3,000 tons of styropor (used for making plastic foams) annually. Production scheduled to start in 1963.

Negotiations reportedly are underway between a Hamburg shipbuilding company, H. C. Stuelcken Sohn, and South African officials and private interests toward construction of a shipyard in Durban, South Africa.

The Greek Foreign Trade Board reportedly has approved import applications for equipment required for establishment of telephone exchanges in Greece. Equipment is to be supplied by Siemens (deliveries valued at 8.5 million marks) and Standard Elektric Lorenz (a wholly owned U.S. subsidiary) for deliveries worth 4.5 million marks.

- GHANA.—Provisional data show trade deficit for first 10 months of 1961 at $63.8 million, compared with $13.7 million for same period in 1960. Imports for first 10 months 1961 totaled $346 million, an increase of $52.9 million over the same period in 1960.

- INDONESIA.—Negotiations underway with Rumanian oil experts now in Djakarta for utilization of nearly three-fourths of a $50 million Rumanian credit for expansion of petroleum industry.

- ITALY.—Kimble Italiana, S.p.A., has been established by Kimble Glass Co., Owens-Illinois subsidiary, for manufacture and sales of glass tubing and rod, containers, and other glass articles.

- KENYA.—As of recent date heavy rainfall still falling over most of Kenya, continuing trend in which 67½ inches, 30 inches above average, fell in 1961. Central Kenya areas hardest hit. Permanent Secretary Ministry Agriculture expects wheat position to be "very grave" and maize "serious." Government Committee being formed to assess damage.

- MALAYA, FEDERATION OF.—A multimillion dollar pulp and paper mill is to be set up soon at Bumbong Lima, on the Province Wellesley-Kedah border. The Federation of Malaya Fertilizer and Paper Industrial Cooperative Society, Ltd., which is sponsoring the project, has called for tenders for erection of the mill. Statement to be made soon by Minister of Agriculture giving project details.

- MOROCCO.—Important tax reforms soon to be announced officially, aiming at simplification of tax structure and more equitable distribution of tax burden. Reform will affect agricultural, personal, and professional income and profits, products, and services taxes.

  Management of Port of Casablanca has been transferred from Manutention Marocaine to the Regie des Exploitations Industrielles (REI). All communications should be addressed to the Directeur de la REI Manutention Marocaine, Port de Casablanca.

  A free trade zone has been established in Tangier, effective January 1, 1962, according to Bulletin Official. A certain area of the dock area is to be set aside as a free zone and duties on goods entering the zone will be assessed at 5% ad valorem. Transactions within the zone will not be subject to other Moroccan customs and taxes. Special "free transit" accounts may be set up in authorized banks into which convertible currencies may be deposited. Credit may be extended abroad to finance purchases of merchandise.

- NETHERLANDS.—Central Organization for Foreign Economic Relations in the Netherlands has declared the Government should guarantee credits and offer extended credit terms to foreign purchasers of Dutch goods. Such guarantees are neces-

sary, according to the Central Organization, to give Dutch industry same advantages in export field now enjoyed by exporters from United States, United Kingdom, West Germany, France, and Italy.

New cooperative arrangements between Dutch and British industrial firms have been recently announced. Mullard, Ltd., large British subsidiary of Philips, will merge with British General Electric for pooling of research, production, and sales organization, in transistor field. Merger will make new company one of largest transistor producers in world. . . . On smaller scale, Royal Spinning & Weaving Co. of Veenendaal and Staflex, Ltd. of London have established new joint subsidiary, Staflex (Nederland) N.V., at Veenendaal for production and sale of various synthetic fibers and fabrics.

To increase its production of special steels, Royal Demka Steel Co. of Utrecht has reached agreement on long-term basis with Carpenter Steel Co. of Reading, Pa., for provision of technical advice. Carpenter Steel will supply know-how for manufacture of high carbon, rustless, and heat-resisting steels.

- PHILIPPINES.—Fourth and final stage of Philippine decontrol program was ordered by President Macapagal on January 21, 1962. Order lifts foreign exchange controls and permits authorized banks to sell foreign exchange at prevailing free market rate. Tariffs to be revised upward to cushion immediate effect of decontrol measures which essentially amounted to devaluation of the peso.

  Government announced that the special import tax has been reduced to 6.8% in accordance with provisions of revised U.S.-Philippine Trade Agreement. Rate will be applied to all goods, articles, or products imported or brought into the Philippines during calendar year 1962 on or after January 1.

- SAUDI ARABIA.—New $7.5 million Ras Tanura plant of Arabian American Oil Co., first of its kind in world, has made a commercial shipment of liquefied petroleum gas to General Gas Co. at Kawasaki, Japan. Shipment, consisting of refrigerated propane and butane of 30,000 and 20,000 barrels, respectively, is described as ARAMCO's first large LPG cargo of this size.

- SOUTH AFRICA, REPUBLIC OF.—Diamond sales set new quarterly record in 4th quarter of 1961 at 52.8 million rands (1 rand=US$1.40). Total sales for 1961 represented new all-time record of 191.4 million rands, 12 million rands above 1960.

  Gold-mining industry set three new records in 1961, Chamber of Mines announced. Total tonnage milled by the large mines reached 74.6 million, gold output rose to 22.7 million ounces, valued at 575 million rands, and working profits climbed to 260.5 million rands. The industry earned additional 70 million rands in foreign exchange through exports of uranium oxide.

- SUDAN.—Radio imports will be made easier as Ministry of Communications now permits their entry under open general license. These imports will be subject only to availability of foreign exchange and payment of the 100% duty.

  Sudanese statistics covering first 9 months of 1961 show a foreign trade deficit of Sd£10.7 million (1 Sudanese pound=US$2.87). This compares with a Sd£5.5 million trade surplus over corresponding period 1960.

- UNITED KINGDOM.—Texaco has announced plans to build an 80,000 to 100,000 barrel-a-day oil refinery in U.K., which is expected to add about 10% to country's refining capacity. Refinery's products will include gasoline, distillate fuel oils, and heavy fuel oils to be supplied to Texaco and Caltex's jointly-owned Regent Oil Co.

- UPPER VOLTA.—French assistance program for investments totaling 944.3 million CFA francs ($3.8 million) recently was signed by Upper Volta and France. Program includes construction of several infrastructure projects and studies of irrigation, geological resources, and hydroelectric dam.

Tenders Invited by India For Sulphuric Acid Plant

Bihar State Industrial Development Corp., Ltd.—a Government of Bihar undertaking—invites tenders until Mar. 15 for supply of a contact sulphuric acid plant for producing 50 long tons (1 long ton=2,240 lb.) of sulphuric acid (on 100% basis) a day, the acid being 98% or above in strength, and production being guaranteed for 350 days in the year; and 100 long tons of sulphuric acid (as described) to the Bihar State Superphosphate Factory, Sindri (District Dhanbad), Bihar.

Both should be on the basis of using either sulphur or pyrites from Amjhore but not both.

Quotations should be furnished showing detailed specifications with supporting technical pamphlets and drawings, price, period of delivery, and mode of payment.

Each tender must be accompanied by a bond in the amount of 20,000 rupees (1 rupee=$0.21) in a prescribed form available from the stated corporation.

Interested firms may apply to the Managing Director, Bihar State Industrial Development Corp., Ltd., Sikandar Manzil, Fraser Rd., Patna, Bihar. Detailed information and forms may be obtained for 20 rupees. Checks should be on the State Bank of India, Managing Director. Tenders should be in triplicate under sealed registered covers superscribed "Tender B.S.I.D.C. (1) Contact Sulphuric Acid Plant."

A loan copy of the tender documents soon should be available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

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Foreign Governments Request Bids

Agencies in 10 Nations Seek Power, Electric Equipment, Machine Tools

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers.

Bidding instructions, specifications, and other pertinent data are available for review on loan from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Burma

Water, sewage equipment, supplies, including pipes of several sizes, check valves, fire hydrants and keys, portable test pumps; ferrules of varying sizes, manhole covers, 15 sets of deep well turbine pumps from 10,000 to 35,000 imperial gal. per hr. capacity, bench of floor model electric drilling machine with tools and accessories; tender Q-554/61-62; Feb. 15. City Engineer, Water & Sewage Department, Corp. of Rangoon, Rangoon.

El Salvador

Pharmaceutical products including distilled water, soda bicarbonate, bromides, calomel, lanolin, sulfathiazole, arnica extract; tender 2(62). **Hospital items** including penicillin procaine, sulfathiazole bandages, white adhesive tape, applicators; tender 3(62); Feb. 14. Proveeduria General de la Republica, San Salvador. Lists in Spanish.★

Greece

Distribution pillars, 30, estimated value $5,000; Feb. 10; tender DMKD-238/B. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★

Water treatment material (30 M.T.), estimated value $13,350; Feb. 13; tender 5345. **Equipment** and **material** for telephonic installation of train dispatching system, estimated value $8,330; tender 5361; Feb. 20. Greek State Railways (SEK), 34 Themistocleous St., Athens.★

Wooden ties, estimated value $15,000; Feb. 10; tender 5/19. **Geological instruments, apparatus** including 10 telemeters, 20 pocket transits, 10 pocket timers, 20 small, powerful horseshoe magnets, 5 photocameras, 10 fieldglasses with extra wide angle; Feb. 15; tender B/13. **Diamond core bits, case barrels, core lifters;** Mar. 6; tender B/4. 93,000 kg. **carbon steel** in bars, estimated value $21,700; Feb. 27; tender B/8/62. **Lubricants,** estimated value $83,000; Mar. 1; tender B/27/62. State Purchase Directorate B', 50 Socratous St., Athens.★

Mild steel products including channels, beams, plates, angles, sheets, estimated value $25,000; tender 412, Mar. 2. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Korai St., Athens.★

Printing equipment, estimated value $15,000, high-speed for printing various forms, overall height 62 in., width 106 in., depth of machine with receiving magazine in position 55 in.; tender 852; Mar. 2. Greek Water Co., 4 Colokotroni St., Athens.★

India

Machine tools, including inclinable power press, horizontal forcing press, horizontal milling machines, plate edge planing machine, engine lathes; tender HE/BPL/GT/MT/61/23; $6.30.

Machine tools, including plain and Universal grinding machine; gear grinding machine; bevel gear shaper; boring, drilling, tapping machines; polymotion rumbling machine for bakelite components; screw machine; honing machines; hand-operated bending rolls and double geared guillotine shear; tender HE/BPL/GT/MT/61/24; $4.20.

Bids should reach M/S Heavy Electricals (India), Ltd., Bhopal (M.P.),

(See Agencies, page 196)

Construction Bid Deadlines Extended in Saudi Arabia

The Government of Saudi Arabia has announced that deadlines for submitting bids for construction of three highways in Saudi Arabia have been extended as follows:

Project One, 124 miles, from Jan. 7 to Mar. 17; Project Two, 253 miles, from Jan. 22 to Mar. 24; Project Three, 334 miles, from Feb. 5 to Apr. 5. (FCW, Nov. 27, 1961, p. 13.)

Copy of the bid announcement, with amended dates, is available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)

U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

India

Stainless steel wire, 10.75 tons. Loan 159; **U.S. source.** IL#SID/IL/C/DW/Apr.-Sept. 61/2945. Feb. 28. J. B. Advanti-Oerlikon Electrodes Private, Ltd., Radia House, 6 Rampart Row, Bombay 1.★

Equipment and tools: 18 in. center height lathe; surface grinder; Universal tool and cutter grinder; bolt and pipe threading machine, capacity ¼ to 2 in. bolts, ¼ to 2 in. pipes; bolt and pipe threading machine, capacity 1½ to 3 in. bolts, 2 to 6 in. pipes; grinder for sharpening bandsaw blades and circular saw blades; Argon arc welding set; portable diesel welding set. Tender S/59/DLF. Feb. 20.

High voltage **oil testing equipment** and **Universal Avometers Model 8,** or equivalent. Tender S/60/DLF. Feb. 21

Double purchase **crab winch,** 3-ton capacity; ball bearing **triple spur gear pully blocks,** 4; **electric winch,** 7-ton capacity; **mobile cram,** 5-ton capacity. Tender S/61/DLF. Feb. 22.

Above items for loan 162; **U.S. source.** Bids invited by India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8. D.C.

Complete **package unit** for manufacture of magenta, capacity 30 cwt. a week; melt pots, silicon iron, cast iron lids, dial thermometers; air compressors; dust collecting plant, various other machinery. Delivered at Bombay. NSIC/HP/2B-2382/62.

Melting furnace, 100 kg. hr. per charge; **molding machines,** jolt squeeze type, 2; **core machine,** automatic type, 100 p.s.i.; **sand mill; sand sifter,** rotary type; **electric furnace drying oven** with thermometer; set metal frame of cast iron; set miscellaneous **foundry tools; sand blasting machine,** small, rotary type; **gate cutting machine** of 1 hp.; set **foundry finishing materials; set jigs and fixtures; set special gages; mulling machine** No. 1, especially for manufacture of water meter parts; special **pressure test equipment,** horizontal type; 3 sets **flow test equipment** with tank and manometer; **tubing pump** with 5 hp. motor for test equipment; **pressure tank; gear hobbing machine** type 79; automatic double program **hobbing machine; hob sharpening machines,** type 118 and automatic type 121; miscellaneous **gear hobs** for machines. Delivered at Faridabad. NSIC/HP/2D-1931/61.

Thermovox rotary **PVC machine,** comprising ODZ 750/160 as quotation electric heating; **dosing machines** for dosing PVC paste, 3; **three-roller mixer** No. 5, to disperse PVC paste; **paste mixer,** content 50 kg., ball molds, 80 ball molds; 120 **galvanic molds.** Delivered at Bombay. NSIC/HP/2B-2355/61.

Cav. 50 ton **dieing press** 2 in. stroke, complete with standard equipment; 50T/DM 20 positive **loading stop** for C.V.A. 50 tons press; special length **cropping unit** for attaching to outfeed of dieing press with reversible shear blade; C.V.A. No. 12 **stock straightening unit** and **combined cradle** for straightening coiled stock; **multistage tool** for slotted angle for use on C.V.A. 50 tons dieing press. Delivered at Bombay. NSIC/HP/2B-2354/61.

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Cast extrusion of polythene flat film, plant consisting of 2½ extrusion machine with electric equipment and drive, manifold type die electric control, heating and cooling equipment and control and accessories; 30 Z hydraulic injection **molding machine** model Windsor SH3-auto serial No. 4318; **treating unit** for polythene layflat tubing and **film unit** consisting of motor generator, control unit, corona-free transformer electrodes, and spare transformer. Delivered at Bombay. NSIC/HP/2B-2352/61.

Point-matic machine for machining ballpoint tips, with spare parts and tools; **apparatus** for drying plastic molding materials; **cartridge press,** model M-5, with spare parts such as pressure pieces V-belts; **assembling unit** type SMA1-V, with spinning station; two-way horizontal **drilling machine** type 1 DBM 2-2800 for chamfering both ends of small brass tubes; **automatic assembling machine,** with additional device for rolling in of refill tube end; **assembling unit** type SMA-V; **compressor** ALUP VSK 330 for producing compressed air for inking and spinning machine AB-L 5 RR-TA, with extra equipment; AR-L5-TA-SEMI, **automatic inking and spinning machine** for ball pen cartridges, with spare parts and tools; complete **cleaning apparatus** type S 3; **centrifugal machine** model ROTO SILENTA III' No. 4800 with motor drive with size cups; TORNOS high speed **precision sliding head** automatic type M-7 with spare parts and tool drills; high speed metal **swing machine,** model M & P, with extra equipment and saw blades and molds for manufacture of three plastic parts for ballpoint pens. Delivered at Bombay. NSIC/HP/2B-2360/61.

Seest **crankshaft grinder,** type MC-62, complete with standard equipment, including necessary electric motor, suitable for 400/3/50 a.c. supply. Delivered at Poona Rely Station. NSIC/HP/2B-2373/62.

Plastic extruder 60 mm., with equipment for pipes, rods, tubes, films. Delivered at Bombay. NSIC/HP/2B-2376/62.

Pantograph with standard equipment; 50 tons hydraulic deep drawing press. Delivered at Bombay. NSIC/HP/2B-2366/61.

Mains frequency coreless **induction furnace:** Mains frequency induction furnace, holding capacity 1 ton, melting rate about 700-800 lb. of steel an hour at 1600° C.; mains frequency coreless induction furnace melting about 750 lb. of steel an hr. at 1600° C. tapping out temperature. Delivered at Bombay. NSIC/HP/2B-2371/62.

Fischbein portable **Bageoser,** model C with 220 v. motor a.c. equipped with fasseal taping attachment and spare parts kit; No. 3 Roller Baby Raymond **mill plant,** arranged for texpope drive; Superkek **air separating mill** with all

standard equipment and accessories. Delivered at Borivili. NSIC/HP/2B-23-74/62.

Unit for making silvered mirrors, complete with all equipment and accessories: Pencil edging machine union 1429, complete with all accessories, diamond impregnated wheel for roughening 3/16, 7/32, and ¼ in. edges of diamond impregnated wheel, for smoothing edge of 3/16, 7/32, and ¼ in.; polishing wheel, diamond dressor, and trying wheel. Delivered at Bombay. NSIC/HP/2B-2375/62.

Hydraulic vertical internal **broaching machine** model 2½ technic with stroke enlarged to 39½ equipped with foot-controlled tool return; **broach-holder slide** with hardened and ground guides and grooves for 2 broaching tools; 2 **broaching tools,** and 2 reserves, of hardened and ground chrome steel for profile of padlocks, profile 7.5 mm. depth; 2 **broaching tools,** and 2 reserves, of hardened and ground chrome, steel profile of door locks, profile 8.5 mm. depth; **broaching fixture** consisting of guide for broaching tool and insertions for 2 barrels padlock (outside dia. 10.5 mm.), or for 2 barrels door lock (outside dia. 12.9 mm.); **pulling head.** Delivered at Delhi Flour Mills Siding, Sabzimandi, Delhi. NSIC/HP/2D-1097/60.

Reifenhauzer, S 45-20D, for processing moplastics; **screw** 45 mm. Ø, L-20D single start, nitrid designed as zone-screw with appropriate compressing for processing; **central cabinet** with 8 built-in temperature regulators with measuring range; **feed hopper** with agitator and gear motor for a.c. volts N=O, 11 kw.=O, 15 hp. final rotation speed 34 r.p.m.; special horizontal straight line **die head** for manufacture of plastic profiles; **die insert** for profiles; mobile endless **conveyor belt** type FB 300 x 20. Delivered at Bombay. NSIC/HP/2B-2377/62.

All above equipment for loan 144; worldwide. Feb. 28. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Conductor and groundwire accessories and **erection tools** for 132 k.v. double circuit transmission line between Durgapur and Bandel. Loan 130; **U.S. source.** Specification RM/3, ref. D/ENQ/404. Feb. 28. Managing Director, Durgapur Projects, Ltd., New Secretariat Bldg., Block A, Hastings St., Calcutta 1, where bids are to be sent direct. Tender specifications may be purchased for $5 (not refundable) from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.★

Israel

Two caterpillar, or equal, D4 **tractors,** 60 in. gage, ser. C-9H, 5800, with electric starting system 4M-2437, 2; **air cleaner service indicator,** 7M-914; **tracks,** 36 section, 4F-6128; **oil clutch,** 1M-2008;

(See DLF, page 197)

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

A list of proposed building projects announced in 1961 is available on loan from the above-mentioned address.

AUSTRIA—Austrian Nitrogen Works (Österreichische Stickstaffwerke A.G.), Linz, Upper Austria, has announced plans to establish new **synthetic fiber plant** in cooperation with Zellwolle Lenzing A.G., Lenzing, Upper Austria.

BRAZIL—Maveroy Sociedade Industrias Frigorificas, Ltda., Av. Graca Aranha 226, S/1004/1006, Rio de Janeiro, manufacturer of Kelvinator refrigerators considering setting up **refrigerator plant** in Cabo complex.

Branma Enterprises to establish 650-million-cruzeiro **brewery** (320 cruzeiros=$1) in Cabo Industrial District.

Construction of Petrobras **oil refinery** being initiated at Pôrto Alegre. A 120-km. pipeline will be needed to bring oil from Tramandai to refinery. Write to Petroleo Brasilerio, S.A., Praca Pio X, 119, 11° andar, Rio de Janeiro. (FCW, Feb. 13, 1961, p. 13; Mar. 13, 1961, p. 19; June 12, 1961, p. 19.)

CEYLON—Government interested in promoting **hotel construction** under Government Tourist Bureau program. (See Investment Opportunities, page 211.) Outline of program, envisaging series of medium-sized and small hotels, available on loan.★

COLOMBIA—Cementos del Caribe, S.A., Carrera 44, 34-26 Aptdo Aéreo (air mail), 2739 Barranquilla, Colombia, and Cementos Nare, Barranquilla, have announced plans to construct **cement plant** in Cartagena.

National Planning Board and Asociación Nacional de Industriales, Barranquilla, considering construction of **steel mill** in Barranquilla.

INDIA—Matra-Werke GmbH, 30-40 Dieselstrasse, Frankfurt/Main, Germany, and V. D. Swamy & Co., Pvt., Ltd. Madras, India, to set up **machine tool plant** for production of presses, lathes, surface grinding machines near Madras. Cost estimated at 10 million rupees (4.76 rupees=$1). Machinery and equipment worth 7.5 million rupees to be imported.

ITALY—Walworth Co., 750 Third Ave., New York 17, N.Y.; Finmeccanica, Societa' Finanziaria Meccanica, 44 Via Torino, Rome; and Compagnia Technica Industriale Petroli, Rome, to build **plant** at Patti, Sicily, to produce steel valves for petroleum industry.

MEXICO—Construction soon to be initiated on $3 million **plant** in Monterrey to double capacity of Electrodos Nacionales, a division of Union Carbide of Mexico, S.A., Calz. Mariano Escobedo, Mexico 5, D.F.

Consideration being given to installation of **water filtration and purification plant** in Baja Calif. in connection with proposed construction of aqueduct to bring Colorado River water to Tijuana. Plant estimated at 15 million pesos ($1.2 million). Write to Ing. Jorge Ruiz Fitch, Jefe de la Junta Federal de Aguas Potables y Alcantarillados, Calle 4a 320, Tijuana, Baja Calif., Mexico. (See FCW, Aug. 7, 1961, p. 16.)

MOROCCO—Government plans additional investments for Tangier **airport** including lengthening present runway and building second landing strip.

NETHERLANDS—Netherlands Dock & Shipbuilding Co. (Nederlandsche Dok-en Scheepsbouw Maatschapij), 1 Cornelis Douwesweg, Amsterdam, to construct **drydock** near Amsterdam, capable of holding ships up to 150,000 tons, ready for operation in 1965. Firm also has plans for new **office buildings** and **expansion of other facilities.**

Netherlands branch of Coca Cola Co., 515 Madison Ave., New York 22, N.Y., planning expansion of Amsterdam **plant** and **plant construction** in Soest and Arnhem.

PHILIPPINES—Several especially urgent **construction projects** may soon be initiated, including extension of south railroad line from Legaspi to Matnog, improvement of National Waterworks & Sewage Authority facilities, and Quinale River hydroelectric project in Albay.

REPUBLIC OF SOUTH AFRICA—Construction of **hotel** planned at Jan Smuts Airport near Johannesburg. Write to D. J. Joubert, Secretary for Transport, Pretoria, Transvaal.

RHODESIA AND NYASALAND—Development of fishing industry in Northern Rhodesia expected to result in establishment of **cold storage and icemaking plants** at Sinazongwe and Chipepo. Local industrialists recently given opportunity to apply for plant-building concessions.

SPAIN—Ayuntamiento (city hall) of

(See Construction, page 205)

Refrigerator Market Opens in Luxembourg

LUXEMBOURG.—U.S. refrigerator manufacturers may increase their sales in Luxembourg due to a Luxembourg Government subsidy program to assist farmers in purchasing such machines for milk cooling.

A total of 25 million francs (50 Luxembourg francs=$1) will be allotted by the Government for the program. Five million francs toward the purchase of 1,000 refrigerators have been set aside in the 1962 national budget. A like amount will be allocated yearly through 1966.

Under the program the individual farmer will be granted 5,000 francs toward purchase from any refrigerator dealer of his preference provided it meets the specifications set by the Government in conjunction with the farmers' organization. Specifications may be obtained from Aloyse Schoeben, Service Agricole, Ministry of Agriculture, 1 rue de la Congregation or Centrale Paysonne, 38 rue Joseph Junck, both located in Luxembourg City.—U.S. Embassy.

Cigarette Filter Material Bids Called for by Iran

The Iranian Tobacco Monopoly is inviting bids for supply of materials to be used in the manufacture of filter cigarettes.

The invitation calls for 27,002,000 tubular rods of acetate filter, 90 mm. long and 25.75 mm. in circumference; 92 million tubular rods of pure cellulose filter, 66 mm. long and 25.75 mm. in circumference; 7,038 bobbins of imitation cork tape for filter cigarettes, 600 m. long and 38 mm. wide; and 14,000 bobbins, 600 m. long and 30 mm. wide.

Bid deadline is Mar. 17.

Copies of the tender documents, specifications, and examples of material required are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

This bid announcement is in addition to five similar invitations from Iran reported by the Department on Jan. 22.

U.S. feed grain exports in July-August 1961 were up 4.1 million metric tons, but still 11% below the 4.6 million tons exported in comparable 1960, according to the Bureau of the Census.

Total feed grain exports in July-August 1961 were running 25% below those in the comparable 1960 period but have been steadily gaining since that time.

Agencies . . .

(Continued from page 193)

India, before Mar. 29. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

Iran

Deadline date for supply of 73 million **cigarette filters** in 66 mm. tubular rods announced in FCW, Jan. 29, p. 159, should read Mar. 1 instead of Feb. 20.

Iraq

Ceiling fans with accessories, 2,800; tender 8/62; Feb. 21. **Road paints,** traffic or similar type (225 gal. white, 75 gal. black) in 1-gal. tins; tender 10/62; Feb. 14. **Crockery, cutlery,** and **kitchen utensils** for Shatt-Al-Arab Hotel, Margil; tender 15/62; Feb. 14. Domestic **electric refrigerators,** 500, for Margil, Basra; tender 16/62; Feb. 28. Various types of **electric lighting fittings** for new hospital at Margil, Basra; tender 17/62; Feb. 21. Domestic **electric refrigerators,** 100, for Fao, Basra; tender 18/62; Feb. 21. Tenders with offers should be submitted in duplicate to Director General, Iraqi Ports Administration, Margil, Basra, Iraq.★

Fireproof suits of fireproof duck for full radiant heat protection, 24; high metal **fire helmets** with plastic face shields, protective neck flaps, 24; **fire belt axes, belt knives, hose keys, leather gloves,** heavy high **leather boots; water carrier vehicle,** 1,000 gal. capacity and accessories; **dry chemical powder vehicle** with 2 cylinders for nitrogen, and dry chemical powder; Feb. 18. Terms and specifications available for 0.500 dinar ($1.40) per copy from Secretary of the Board, Ministry of Finance, Baghad.★

Insulating cement for Daura Refinery, 40,000 lbs.; tender 2/62. Director General, Government Oil Refineries Administration, Purchasing Committee, G.O.R.A., Baghdad.★

New Zealand

Dry spray unit to fit Crabtree "Countess," 2 color offset press, over feedboard. Straight bar type required with sufficient nozzles to cover maximum sheet size of 39 in.; tender P & S 3941; noon Feb. 9. New Zealand Printing & Stationery Dept., Government Printing Office, Waterloo Quay, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Bid deadline for supply of four 65,000 kv.-a. synchronous **condensers** (tender 396) extended from Jan. 23 to Feb. 20. (FCW, Nov. 27, 1961, p. 11).

Pakistan

Fishing boats with accessories, 3, length 22 ft., beam 7 ft., draft 1½ ft., tonnage half-ton net; tender EPS/XII/1253/1256/Engg/61; Feb. 19. **Mobile van,** 26.3 to 32 hp. with motion picture equipment, spare parts; tender EPS/VIII/1503/Veh/61; Feb. 26. Director of Supply, P.I.D.C. House, Motijheel, Dacca 2, East Pakistan.★

Medium-size **automobiles,** 4, 4-cylinder gasoline engine; 50-passenger **bus,** 6-cylinder, 5-speed gear, 216 in. wheel base, 20,000 lbs., all-metal body; 2 **motor launches,** 10-passenger capacity with lifejackets, 7 to 10 knots per hr, 2,000 lbs. exclusive of engine weight; tender 501/D.S./DCR/112; Feb. 23. Stores Directorate, Electricity (Operations Branch), West Pakistan Water & Power Development Authority, Gardi Trust Bldg., Old Anarkali, Lahore.★

Voltage regulators, 3; tender 21-22/61/399; Feb. 13. High-frequency radio-telephone single side band (I.S.B.) **receivers** for international radio communication services; tender 2117/61/400; Feb. 15. Dual diversity high-frequency radio-telegraph communications **receivers** for long distance point to point international circuits, 3; tender 21-18/61/401; Feb. 15. Radio-telephone **control terminals** with accessories, 4 channels, 2, and same for one channel; tender 21-19/61/402; Feb. 17. Office of Director-General of Posts and Telegraphs, Government of Pakistan, Karachi.★

United Arab Republic (Egypt)

Machine tools, one each of 26 varieties including drills, boring machines, lathes, sanders, shearing machine, measuring instruments, automatic jet sprayers, etc., tender 201/M; Feb. 15; catalogs required. Bids must be submitted directly to Misr Beida Dyers, S.A.E. (Buying Department), P.O. Bag, Alexandria.★

Uruguay

Trucks, 11, ranging from ¾ to 4 tons; **chassis,** 1, 5 ton; **bus,** 1, 40 passenger; **winch truck,** 1; Feb. 27. Oficinas de la Seccion Licitaciones of Compras, Edificio del Ministerio de Sabed Publica, Avda. 18 de Julio 1892, Montevideo. Bids must be submitted through Uruguayan agent or representative. Tender 120 in Spanish.★

Army Hospital Equipment Wanted by Syria

Syrian Army Headquarters, Provision and Supply Department, Contracts Section, Damascus, plans to purchase equipment to establish two army hospitals, composed of 650 and 200 beds. No specific closing date for the bid has been given.

Army Headquarters would appreciate receiving directly any descriptive materials, catalogs, prices, remarks, and recommendations of interested suppliers at an early date.

DLF . . .

(Continued from page 195)

crankcase guard, 4M-1080; **hook,** 3B-2665; **lighting system,** 1M-9493; **rain trap** 6F-6522; **radiator guard,** 4M-1097; large **front idlers,** 3K-6634; 2 caterpillar, or equal, 4A **hydraulic bulldozers,** 2J-3655, angling blade; 2 caterpillar, or equal, No. 143 **hydraulic controls,** 2J-4313. Loan 214; **U.S. source.** Subauthorization 790/1/58. Feb. 14.

ASTM A-306, 60T Grade 80 AISI C1045, stress relieved turned ground and polished **steel bar,** standard tolerances, oiled boxed for export: 6,000 (min.) lb., size 1 7/16 in. rod, length 118.11 in. (3,000 m./m.); 250 pieces, 24,820 lb., 1 15/16 in. rod, 118.11 in. (3,000 m./m.); 350 pieces, 1.6896, 2 1/16 in. rod, 118.11 in. (3,000 m./m.). Loan 126; **U.S. source;** subauthorization OM/3768/A. Feb. 15.

Transport trailer, or equal, model MSO-850F: flat deck, 50-ton capacity, standard equipment, without tires; extra 3 ft. of platform length, making back of gooseneck to rear of trailer 26 ft. 4 in. instead of 23 ft. 4 in.; extra 2-feet platform width, making total width 10 instead of 8 ft.; beaver tail (rear end design); adjustable parking stand; heavy duty pintle hook 400A; 2 spare tire carriers; 2 spare rims; air connecting hose trailer to tractor; light coupling line trailer to tractor. Loan 214; **U.S. source;** subauthorization 750/1/42. Feb. 15.

Cold rolled annealed **steel sheets** type 302/304/2B/2D (mostly 2B), finished sizes 36 x 96/120 in. 40 x 96/120 in., assorted to size and gage with one thickness and one size in a case: approx. 12,000 lb., USG 22, 8,000 lb., USG 24; cold rolled annealed **stainless steel cuttings,** type 302/304, 2B/2D finish, 12 x 30 in. and larger, approx. 2,000 lbs., USG 14. Loan 214; **U.S. source;** subauthorization 790/1/52. Feb. 15.

Caterpillar #112 motor grader with attachments. Loan 214; subauthorization 790/1/68. Feb. 16.

Bids invited for above items by Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attn.: Mr. N. Nisen. Additional information available. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by May. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Pakistan

Various **machinery** and **equipment** required for processing 12,000 kg. soap underlye with content of glycerin of 6-8% and commercial quality into underlye raw glycerin of 80%. Loan 100; ICA Code 899, worldwide. Maximum credit amount $42,000. Feb. 26. Sirco Soap & Chemical Industries, Ltd., 20 Imamganj, Dacca. Cable address: SIRCO, Dacca.

NEW World Trade OPPORTUNITIES

● The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

010 Commercial Farms

Israel

Raw materials for food industry. Direct purchase and agency. H. Kaufman (importer, wholesaler, agent), 61 Herzl St., P.O. Box 421, Tel Aviv. WTD 12/28/61.

011 Field Crop Farms

Germany

Raw cotton, preferably staple lengths above 1 in.; grades from low to good middling. Wassmann & Co. (importing distributor, commission merchant), Baumwollboerse, Bremen. WTD 1/10/62.

200 Foods

Germany

Complete line of **baby foods,** in tins or glass containers. Harder & de Voss GmbH (importing distributor), Alstertor 14/16, Hamburg 1. WTD 1/11/62.

201 Meats

Germany

Pig and beef casings (middle parts). Hema, Hebold & Maier (importer, wholesaler), 61 Roemerstr., Heidelberg/Neckar. WTD 1/5/62.

202 Dairy Products

Italy

Butter, milk powder. Direct purchase and agency. Continentale per il Commercio, SpA (importing distributor), Via Cardinal Federico 1, Milan. WTD 12/21/61.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

Netherlands

Essential oils (citrus oil, orange oil) and concentrated **orange juices** for flavoring and other industrial uses. Direct purchase and agency. N. V. Lithos, Associatie voor Chemische Producten (importer, exporter), 3 Emmapark, The Hague. WTD 10/31/60.

Copies of specifications may be obtained from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15, N.Y.★

Taiwan (Republic of China)

Dyeing and finishing machineries, 3 bowl pneumatic padding mangle, working width 165.1 cm. (65 in.) with motor and switch, 5 hp. one set, ½ hp. one set, compressor, conveyor, standard accessories; 2 compartment pintenter 10 stages; 4 sets automatic tensionless jigger. Loan 47; **worldwide;** credit amount $46,813.40. Feb. 26. Tung Ho Spinning, Weaving, & Dyeing Co., Ltd., 54 Ming-Sien Rd., Taiwan, where interested suppliers should apply for further information.★

Tunisia

Diesel-electric locomotives for service in freight and switching traffic. Loan 196; **U.S. source;** credit amount $550,000. No bid deadline given. Compagnie des Phosphates & du Chemin de Fer de Gafsa, 122 rue de Serbie, Tunis, where interested suppliers should apply for further information.

Hong Kong Wants Material For City Hall Library

The Government of Hong Kong wishes to enter into an agreement for the supply of printed books and pamphlets published in the United States, in print at date of ordering, including books in publishers' bindings and books specially bound or reinforced for library use.

The agreement would call for the supply of this material direct to Hong Kong against orders placed by the Director of Urban Services or the Librarian, City Hall, from Apr. 1, 1962, to Mar. 31, 1963, to a discounted value of not less than HK$100,000 (approximately $17,500).

Offers should quote the reference "STORES EE/54/1/61" and must be submitted to the Controller of Stores, Government Stores Department, Oil St., N.P., Hong Kong, not later than Feb. 28, 1962.

A copy of the agreement may be obtained from the Crown Agents' Representative, 3100 Massachusetts Ave., NW., Washington 8, D.C., or a loan copy is available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

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204 Grain Mill Products

England

Oyster shell grit for animal feed. Clapro, Ltd. (manufacturer, wholesaler, distributor), 15a Coombe Rd., New Malden, Surrey. WTD 1/10/62.

207 Confectionery

Kenya

Confectionery and other allied lines. Direct purchase and agency. Viranisons & Co. (manufacturer's agent), P.O. Box 564, Nairobi. WTD 10/25/61.

208 Beverage Industries

Germany

Liquid flavorings and essences for manufacturing of soft drinks; soft drink powders. G. D. Akerberg (importing distributor, manufacturer's agent), Erlenstr. 2, Hamburg-Lokstedt. WTD 5/16/61.

209 Miscellaneous Foods

Germany

Extra light amber California **honey** in containers of 50 lb. Direct purchase and agency. Alfred Willich (importer, sales agent), 6 Abdinghofstr., Versmold/Westf. WTD 1/10/62.

220 Textile Mill Products

Switzerland

All types of fabrics for ladies' and children's ready-to-wear. Direct purchase and agency. Otto Moetteli & Cie. Winterthur (importing distributor, broker), 17 Rudolfstrasse, Winterthur, Canton Zurich. WTD 12/29/61.

224 Narrow Fabrics, Other Smallwares

Germany

Cotton, silk and nylon **typewriter ribbon fabrics.** Albert Padberg (manufacturer), Sonnborner Str. 39, Wuppertal-Sonnborn. WTD 6/26/61.

Insulating tape, glass silk tape, and **materials connecting cables.** Gerhard Hesselmann OHG., Elektrogrosshandlung (wholesaler), 237 Duisburger Strasse, Muelheim/Ruhr-Spledorf, WTD 1/8/62.

225 Knitwear

Germany

Women's, men's and children's **underwear; hosiery** of all sorts; **beachwear.** Mengel & Ritter mbH (importing dis-Strasse, Muelheim/Ruhr-Speldorf, WTD 9/19/61.

Hong Kong

Women's seamless nylon **stockings** and men's **socks.** Direct purchase and agency. Lyon Enterprise, Ltd. (importing distributor, manufacturer's agent), 25 Des Voeux Rd., C. WTD 5/2/60.

228 Yarn, Thread Mill Products

Netherlands

Yarn wastes, 100% polyester. Ceton Chemische en Technische Ondernemingen (importer, wholesaler), 244 Ringbaan West, Tilburg. WTD 1/9/62.

229 Miscellaneous Textile Goods

Australia

Twine suitable for mechanical hay balers, 30 tons. Jeremy, Browne & Cox (retailer, sales agent), 193 Fitzmaurice St., Wagga Wagga, N.S.W. WTD 12/28/61.

230 Apparel

Germany

Men's, women's and children's **underwear, beachwear.** Mengel & Ritter mbH (importing distributor), 4 Zeppelinstr., Koeln. WTD 9/19/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Germany

Men's **shirts.** Mengel & Ritter mbH (importing distributor), 4 Zeppelinstr., Koeln. WTD 9/19/61.

Hong Kong

Pure silk and rayon/silk **neckwear.** Direct purchase and agency. Lyon Enterprise, Ltd. (importing distributor, manufacturer's agent), 25 Des Voeux Rd., C. WTD 5/2/60.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Foundation garments. Mengel & Ritter mbH (importing distributor), 4 Zeppelinstr., Koeln. WTD 9/19/61.

238 Miscellaneous Apparel, Accessories

Hong Kong

Men's and women's **leather jackets** with and without woolen cuffs and collars; men's **handkerchiefs,** men's **leather belts.** Direct purchase and agency. Lyon Enterprise, Ltd. (importing distributor, manufacturer's agent), 25 Des Voeux Rd., C. WTD 5/2/60.

239 Miscellaneous Fabricated Textile Products

Liberia

Household furnishings. United States Trading Co. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 140, Monrovia. WTD 12/21/61.

244 Wooden Containers

Germany

Collapsible wooden **whisky barrels.** Otto Koehler (importing distributor), 55 Sandstr., Monheim-Baumberg/Rhld. WTD 1/3/62.

251 Household Furniture

Liberia

Furniture. United States Trading Co. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 140, Monrovia. WTD 12/21/61.

264 Converted Paper, Paperboard Products

Israel

Stationery, particularly new types. Direct purchase and agency. H. Kaufman (importer, wholesaler, agent), 61 Herzl St., P.O. Box 421, Tel Aviv. WTD 12/28/61.

Liberia

Transparent cellulose-type **adhesive tape.** Swedish Agencies Co., Ltd. (importing distributor, manufacturer's agent), P.O. Box 506, Monrovia. WTD 1/15/62.

280 Chemicals

Israel

Raw materials for cosmetic and soap industry; **specialties** for food preservation. Direct purchase and agency. H. Kaufman (importer, wholesaler, agent), 61 Herzl St., P.O. Box 421, Tel Aviv. WTD 12/28/61.

Netherlands

Pigments, nickelsulphate, solvents, silicones, tall oil, borax, vanadium catalysts. Direct purchase and agency. N. V. Lithos, Associatie voor Chemische Producten (importer, exporter), 3 Emmapark, The Hague. WTD 10/31/60.

281 Industrial Chemicals

Germany

Nickelstripper (chemical salt used for removing nickel from steel). Direct purchase and agency. Herbert Schmidt

(manufacturer), 18-26 Schorbergerstr., Solingen-Ohligs. WTD 6/13/61.

Petroleum sulfonates in 20-25 ton lots. Oelchemie-Hanseatisches Oel & Chemikalienkontor Rischbieth & Co. (importing distributor), Lange Reihe 29, Hamburg 1. WTD 1/11/62.

Indonesia

Aluminum sulfate, 2,000 metric tons, quality as specified in *Journal of the American Water Works Association,* vol. 34, 1942, p. 1074. P. D. N. Tri Bhakti (Central Trading Co., government-owned) Central Indonesian Trading Co., 37 Wall St., New York 5, N.Y. WTD 6/23/61.

Philippines

O-Tolidine **dehydrochloride solution** in 4-oz. bottles. Benitez & Co., Inc. (importing distributor, manufacturer's agent, exporter), Puyat Bldg., Escolta St., P.O. Box 1161, Manila. WTD 2/3/54.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Israel

Polyethylene, PVC. Synthetic rubber GRS. Direct purchase and agency. Amis Trading Co., Ltd. (importer, agent), 17 Hahalutzim St., Tel Aviv. WTD 12/21/61.

Netherlands

Plastics: Polyvinylchloride, polyethylene, polystyrene. Direct purchase and agency. N. V. Lithos, Associatie voor Chemische Producten (importer, exporter), 3 Emmapark, The Hague. WTD 10/31/60.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Venezuela

Toilet soap and **perfumes.** Productos de Tocador, S.A. (manufacturer), (Aptdo. 3049), Edificio Joy, Avenida Principal Pro Patria, Caracas. WTD 1/8/62.

287 Agricultural Chemicals

Syria

Fertilizers and **insecticides.** Direct purchase and agency. Chukri el-Djabri & Co. (importer, wholesaler, commission merchant), P.O. Box 536, Khan Meyassar, Aleppo. WTD 12/16/61.

289 Miscellaneous Chemical Products

Israel

Carbon black (master batches). Direct purchase and agency. Amis Trading Co., Ltd. (importer, agent), 17 Hahalutzim St., Tel Aviv. WTD 12/21/61.

307 Miscellaneous Plastics Products

Germany

Plastic **barrels** of all sizes for chemical industries. Otto Koehler (importing distributor), 55 Sandstr., Monheim-Baumberg/Rhld. WTD 1/3/62.

314 Footwear

Hong Kong

Women's white **leather shoes,** pointed design, high-heel, preferably low-priced (US$2.50-$3 a pair). Direct purchase and agency. Lyon Enterprise, Ltd. (importing distributor, manufacturer's agent), 25 Des Voeux Rd., C. WTD 5/2/60.

322 Glass, Glassware

Netherlands

Sheet, plate, wired, figured, and insulating **glass.** Noorder Glashandel J. van Oostendorp (importing distributor, manufacturer), 64-80 Vijverhofstraat, Rotterdam. WTD 6/9/61.

331 Steel Mill Products

Germany

Galvanized sheets, 1,000 x 2,000 mm., 1,250 x 2,500 mm., all other dimensions at least 800 mm. wide and at least 1,600 mm. long, thickness 0.5-1 mm. Friedrich Liese KG (wholesaler), 11 Windthorststr., Hamm/Westf. WTD 6/22/61.

India

Wire rope, flexible, round strand, 80/90 tons/sq. inch quality, best patent steel 6/37 construction: 300 meters with 60,000 kg. strength; 300 meters with 30,000 kg. strength; 300 meters with 20,000 kg. strength; 1,000 meters with 15,000 kg. strength. Alcock, Ashdown & Co., Ltd. (manufacturer, engineer), 16 Bank St., Bombay 1. WTD 11/17/61.

Indonesia

Steel strips: Hot rolled hoops with milled edges for manufacture of electric welded conduit tubes, according to the following chemical analysis: C 0.8% max., MN 0.28%-0.5%, P 0.5% max., S 0.5% max., N 20.01% max.; tolerances according to DIN 1016. Bakrie & Bros., N.V. (importer), 12A Djalan Asemka, Djakarta. WTD 5/26/61.

Philippines

Angle bars and channels for construction. Direct purchase and agency. Pan American Indent Co., Inc. (importer, wholesaler, manufacturer's agent), Trade & Commerce Bldg., Juan Luna, Manila. WTD 1/9/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

Honduras

Telephone cord, twisted, in 2 solid lines, one covered in black plastic, the other in white: AWG No. 18/2, 80,000 ft.; AWG No. 16/2, 100,000 ft.; AWG No. 14/2, 20,000 ft. **Copper wire,** thermoplastic insulated, type TW, 600 volts, in rolls of 500 ft.: No. 14, solid insulation, 2/64, 100,000 ft.; No. 12, solid insulation, 2/64, 60,000 ft.; No. 10, solid insulation, 2/64, 40,000 ft.; No. 8, solid insulation, 3/64, 10,000 ft.; No. 8, stranded insulation, 3/64, 10,000 ft.; No. 6, stranded insulation, 3/64, 5,000 ft.; No. 4, stranded insulation, 3/64, 5,000 ft.; No. 2, stranded insulation, 4/64, 2,000 ft.; No. 1, stranded insulation, 5/64, 2,000 ft.; No. 0, stranded insulation, 5/64, 1,000 ft. Felix S. Mahomar (commission agent), P.O. Box 5, San Pedro Sula, Cortes. WTD 5/9/61.

342 Cutlery, Hand Tools, General Hardware

South Africa

Boxed **cutlery.** Direct purchase and agency. M. Lipman & Co. (Pty.), Ltd.

Data on Foreign Firms Available To U.S. Businessmen

World Trade Directory Reports

Information on foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation, and names of any U.S. firms represented by the foreign firm and serving as its supplier.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. Reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

(wholesale importer), P.O. Box 394, Cape Town. WTD 12/21/61.

351 Engines, Turbines

Spain

Outboard motors. Direct purchase and agency. Miguel Ortega (importing distributor), Alberto Aguilera 11, Madrid. WTD 7/21/60.

352 Farm Machinery, Equipment

Sudan

Silo for storing black cottonseed, 20 to 25-thousand ton capacity (70 cu. ft. to a ton), with system for automatically supplying seed to crushing machinery, special ventilation; installation required by June. African Oil Industries, Ltd. (retailer, wholesaler, manufacturer, exporter), P.O. Box 339, Khartoum. WTD 1/6/62.

Syria

Agricultural machinery and equipment, including **sprayers** and **dusters.** Direct purchase and agency. Chukri el-Djabri & Co. (importer, wholesaler, commission merchant), P.O. Box 536, Khan Meyassar, Aleppo. WTD 12/16/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

India

Power winches, 8, for use in testing prototype high tension transmission line towers, 5,000-kg. capacity. Alcock, Ashdown & Co., Ltd. (manufacturer, engineer), 16 Bank St., Bombay 1. WTD 11/17/61.

Lifting tackles such as electric crab winches, hoisting materials, pull lifts, and link chains. Lolit Mohon Roy & Sons (importer), 33 Brabourne Rd., Calcutta 1. WTD 12/8/61.

Saudi Arabia

Diesel engine parts, tractor chassis parts, carburetors, fuel pumps, and **distributors** for tractors. Direct purchase and agency. General Enterprises Co. (construction contractor), P.O. Box 20, Riyadh. WTD 1/9/62.

354 Metalworking Machinery, Equipment

France

Shears or **nippers** for sheet metal. Exclusive direct purchase and exclusive agency. Induscomme, S.A.R.L. (importer), 10 rue Saint-Antoine, Paris 4. WTD 4/4/61. Leaflet illustration.★

Germany

Machinery and equipment for processing copper, brass, aluminum, and aluminum alloy tubing, such as sawing machines and testing and drawing equipment. Standard Metallwerke GmbH (manufacturer), 13 Rustige Str., Werl/Westf. WTD 6/14/61.

Lever front **cutting nippers.** Carl Aug. Zimmermann (manufacturer, importing distributor, exporter), 87/89 Burgar Str., Remscheid/Bliedinghausen. WTD 1/5/62. Illustration.★

India

Complete **plant** for manufacture of round **metal containers:** Round M.S. drums of 55-gal. or 200-liter capacity, with two closure arrangements at the top, for petroleum products; plant capacity desired, 3,600 drums daily; minimum capacity, 1,000 drums daily; raw material will be 16/20 British gage M.S. sheets. Associated Agencies (commission merchant), Lighthouse Bldg., Laheriasarai, Darbhanga, Bihar. WTD 12/14/61.

Indonesia

High speed **steel tool bits,** planning standard, hardened, tempered, ground all over, sandblasted; approximate analysis: C 0.8, Si 0.3, Mn 0.3, Cr 4.2, Mo 0.84, V 1.6, W 18.0, Co 4.75%; rectangular, trapezoidal, and square shapes; 160 to 315 mm. in length. P. D. N. Tulus Bhakti (P. T. Indestins, government owned), 127 Hajam Wuruk, Djakarta. WTD 12/15/60.

Netherlands

New and used **tin box-making and can-making machines.** A. M. Reyns (importer, exporter, wholesaler), 1 Achterdijk, Rotterdam 8. WTD 12/7/61.

Saudi Arabia

Tools for large workshop repairing automobiles and tractors. General Enterprises Co. (construction contractor), P.O. Box 20, Riyadh. WTD 1/9/62.

355 Special Industry Machinery

France

Spiral tube winding machinery (automatic tube cutter) for production of cardboard tubes, diameter 70-180 mm., thickness 20 mm. and over. Cartonnages d'Abzac (manufacturer), Abzac, Gironde. WTD 1/10/62.

Germany

Winding machines, multi-coloring machines, and **cutting machines** for typewriter ribbon. Albert Padberg (manufacturer), Sonnbornerstr. 39, Wuppertal-Sonnborn. WTD 6/26/61.

Any new types of **electroplating equip-**

In a series of country handbooks on investing and marketing abroad

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For sale by U.S. Department of Commerce Field Offices and by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Remittance should be made payable to the Superintendent of Documents.

ment. Direct purchase and agency. Herbert Schmidt (manufacturer), 18-26 Schorbergerstr., Solingen-Ohligs. WTD 6/13/61.

Honduras

Machinery to manufacture plaster, stucco, and gypsum plaster. Construcciones Industriales SICA, S. de R. L. (construction firm), P.O. Box 596, San Pedro Sula, Cortes. WTD 1/9/62.

India

China-clay washing and drawing machinery, suitable for producing 18 long tons of refined clay daily with grid less than 2%, moisture less than 3%. D. P. Sharma & Co. (manufacturer), Baidyanath Bhawan Rd., Patna 1, Bihar. WTD 12/5/61.

Machinery to manufacture **fibrous ropes** and **twines,** with production capacity of 200 kg. an hour. National Rope Manufacturing Co. (manufacturer), Bhupalganj, Bhilwara, Rajasthan. WTD 1/9/62.

Israel

Equipment for manufacture of plastic collapsible **tubes.** M. A. Altabeb, Ltd. (importer, agent), 13 Bezalel-Jafee St., P.O. Box 1229, Tel Aviv. WTD 3/25/60.

Netherlands

New and used **tin printing machines.** A. M. Reyns (importer, exporter, wholesaler), 1 Achterdijk, Rotterdam 8. WTD 12/7/61.

Philippines

Tobacco homogenizing machinery; cigar making machinery; technical assistance required with both. Dale Trading, Inc. (trading company), 447 Epifanio de los Santos Ave., Makati, Rizal, P.O. Box 32, Quezon City. WTD 12/21/61.

356 General Industrial Machinery, Equipment

Germany

One fully automatic **plastic-foil flanging machine** for transparent packing (skin-pack). Eduard de Beukelaer KG (manufacturer), Arnoldstr., Kempen b/Krefeld. WTD 12/21/61.

Netherlands

New and used **crown cork machines** and other **packaging machines.** A. M. Reyns (importer, exporter, wholesaler), 1 Achterdijk, Rotterdam 8. WTD 12/7/61.

357 Office, Computing, Accounting Machines

Liberia

Franking machines, dry-copy instant reproduction machines. Swedish Agencies Co., Ltd. (importing distributor, manufacturer's agent), P.O. Box 506, Monrovia. WTD 1/15/62.

Bridge Construction Bids Invited by Iraq

Iraq is inviting bids for construction of the Wadi-al-Naft bridge and approaches located on Balad Ruz-Mendali Road in Diyala Province.

The bridge is to be of light span construction with a total length of about 326 feet. The roadway is to be 26 feet wide with safety curbs of 1 foot 6 inches on each side. The approaches include earthwork and reinforced concrete paving for 20 feet.

Bid deadline is Feb. 10. Bidding documents for tender 14B/1961 may be obtained from the Contracts Division, Directorate General of Roads and Bridges, Ministry of Communications, Baghdad, for $28, which is not refundable.

Bids must be accompanied by a preliminary deposit of $2,240, which must be paid in cash to the above authority. The cash deposit may be replaced by a letter of guarantee from an approved bank in Iraq.

358 Service Industry Machines

Burma

Coin-operated automatic **platform ticket machines:** Operated by insertion of five pya bit; ticket size 57 x 30.5 mm., thickness .085 to .1 mm.; **dating cylinder** for easy manipulation to change date daily; if possible, **stamping device** to indicate time of issue to nearest hour. Requests literature and estimates by February 15. Office of the Controller of Stores, Burma Railways (government owned). Botataung. Sample.★

Cyprus

Municipal systems for **rubbish disposal.** Details requested by Andreas Ch. Pouyouros, Mayor, Famagusta.

France

Automatic distributing **machines** for **bottled drinks.** Siera, S.A.R.L. (importer, wholesaler, retailer, manufacturer's agent), 43 rue de Chateaudum, Paris 9. WTD 12/21/61.

Germany

Cleaning machines for **barrels.** Phillip Gather (importer, wholesaler), 15 Ackerstr., Duesseldorf. WTD 8/9/61.

359 Miscellaneous Machinery

Indonesia

Abrasive discs for grinding tools, 4-16 in. diameter. P. D. N. Tulus Bhakti (P. T. Indestins, government-owned), 127 Hajam Wuruk, Djakarta. WTD 12/15/60.

361 Electric Transmission, Distribution Equipment

Germany

Electrical and electronic measuring instruments, thermal measuring instruments. Adolf Wiegel & Sohn (importing distributor), 56 Spichernstr., Duesseldorf. WTD 10/23/59.

Saudi Arabia

Servicing and testing equipment for large workshop repairing automobiles and tractors. General Enterprises Co. (construction contractor), P.O. Box 20, Riyadh. WTD 1/9/62.

365 Radio, Television Receiving Sets

Austria

Records and **sound recordings** of classical and semiclassical musical scores (to be pressed in Austria). Direct purchase and agency. Terraphon, Friedrich Schiegl, Elektro-akustische Artikel (importing distributor, manufacturer's agent), 2 Goldeggasse, Vienna IV. WTD 6/29/61.

371 Motor Vehicles, Equipment

France

Automotive vehicles of all types, **spare and replacement parts, accessories** and **supplies** from U.S. Army surpluses. Direct purchase and agency. S. Legrand & Fils (building contractor), Attn.: Claude T. Roche, avenue Gaston Lacoste, Pau, Basses-Pyrenees. WTD 1/3/62.

Germany

Automotive accessories, particularly new types. Paul Weber (wholesaler), 19 Wiehelmstr., Aachen. WTD 1/3/62.

Mexico

Clutch parts for assembling clutches (levers, pins, and springs). Cloches y Balatas Morgan Whitley Monterrey (importer), Washington 948 Oriente, Monterrey. WTD 1/10/62.

Philippines

Full line of **automotive spare parts,** including auto springs and leaves, pistons and piston rings, and electrical accessories. Direct purchase and agency. Pan American Indent Co., Inc. (importer, wholesaler, manufacturer's agent), Trade & Commerce Bldg., Juan Luna, Manila. WTD 1/9/62.

Saudi Arabia

Gasoline engine parts, automotive electric parts, auto chassis parts, rebuilt automatic transmissions; carburetors, fuel pumps, and **distributors** for automobiles. Direct purchase and agency. General Enterprises Co. (construction contractor), P.O. Box 20, Riyadh. WTD 1/9/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

India

Dynamometers for use in testing pro-

totype high tension transmission line towers, either hydraulic (piston or rubber ring), or strain gage or load cell type; one with 10,000-kg. capacity; four with 15,000-kg. capacity; three with 50,000-kg. capacity. Alcock, Ashdown & Co., Ltd. (manufacturer, engineer), 16 Bank St., Bombay 1. WTD 11/17/61.

386 Photographic Equipment, Supplies

Israel

Cinema projectors, 16 mm.; **screens** for 70 mm. projection, and **accessories; photographic film,** 6, 16, and 35 mm.; motion picture **studio equipment** and **accessories.** Direct purchase and agency. H. Kaufman (importer, wholesaler, agent), 61 Herzl St., P.O. Box 421, Tel Aviv. WTD 12/28/61.

391 Jewelry, Silverware, Plated Ware

South Africa

Jewelry, watchstraps, and **boxed flatware.** M. Lipman & Co. (Pty.), Ltd. (wholesale importer), P.O. Box 394, Cape Town. WTD 12/21/61.

399 Miscellaneous Manufacturing Industries

Norway

Non-professional **electric haircutters** to operate on 220 volts, 50 cycles. A. Haugerud (importing distributor, manufacturer's agent), 67 Sofiesgate. Oslo. WTD 10/5/61.

South Africa

Giftware, novelties, ladies' and men's gift-packed **brush sets** in lower price lines. Direct purchase and agency. M. Lipman & Co. (Pty.), Ltd. (importing wholesaler), P.O. Box 394, Cape Town. WTD 12/21/61.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

Italy

Raw material for animal food industry, such as soya, peanuts, milk powder. F.I.S. Finanziaria Italo Svizzera (importing distributor), Via Marsala 9, Milan. WTD 12/14/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Norway

Green and yellow **dried peas,** especially Alaska peas. Peter Thr. Duborgh (manufacturer's agent), 8 Dronningensgate, Oslo. WTD 7/27/61.

Philippines

Full line of **fruits, vegetables, sardines.** Elizalde & Co., Inc. (importer, exporter, manufacturer, sales agent), 845 Muelle de la Industria, Manila. WTD 5/16/61.

Hong Kong Invites Bids For Tires, Tubes

Bids are being invited by Hong Kong for a supply of tires and tubes. Included in tender ref. C/52/58/62 (stores) are approximately 2,031 tires and tubes of varying sizes and types. The contractual period for these items would be from Apr. 1, 1962, to Mar. 31, 1963. Completed tender should be submitted by Feb. 9, to A. J. E. Davis, Crown Agents' Representative, 3100 Massachusetts Ave., NW., Washington 8, D.C. Tender documents may be obtained from that authority. A loan copy of the tender is available from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

204 Grain Mill Products

Indonesia

Wheat flour, rice. Firma Hajamwuruk (importing distributor), P.O. Box 2051, Djakarta. WTD 5/25/61.

209 Miscellaneous Foods

Philippines

Feed ingredients, such as fishmeal, soybean meal, bonemeal. Macondray & Co., Inc. (importer, wholesaler, retailer, manufacturer's agent), Makati Bldg., Makati, Rizal. WTD 7/27/60.

220 Textile Mill Products

Australia

Carpets, upholstery, and printed **furnishing fabrics.** V. C. Harte (sales agent), 89 Elizabeth St., Sydney. WTD 12/14/61.

Italy

Gabardine: 60% cotton, 40% synthetic fibers; 65% cotton, 35% synthetic fibers; **poplin:** 35% cotton, 65% synthetic fibers. Danex Trading (manufacturer's agent), Via A. Sciesa 5, Milan. WTD 12/28/61.

Kenya

Cotton, rayon, wash and wear textiles in bulk; samples requested. Viranisons & Co. (manufacturer's agent), P.O. Box 564, Nairobi. WTD 10/25/61.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

England

Synthetic piecegoods. Watson Bros., Ltd. (agent, factor), 12 Kingly St., London W.1. WTD 12/21/61.

Greece

Tailor's waste **rayon linings** (1-10 m. pieces). General agency for Greece or part thereof. Is. S. Hagouel (sales, manufacturer's agent), 18 St. Mina St., Thessaloniki. WTD 2/24/61.

227 Floor Covering Mills

Germany

Axminster and Wilton **carpets, rugs** of all sorts. H. Siemes (manufacturer's agent), 71 Gladbacherstr., Viersen/Rhld. WTD 5/31/61.

229 Miscellaneous Textile Goods

Germany

Synthetic fiber rope, all sizes for seagoing vessels. G. D. Akerberg (manufacturer's agent), Erlenstr. 2, Hamburg-Lokstedt. WTD 5/16/61.

230 Apparel

Italy

Men's, women's high quality **clothing;** women's **accessories.** Manuel di Pan Confezioni (retailer, wholesaler, manufacturer's agent), 221 Via Etnea, Catania, Sicily. WTD 1/5/62.

251 Household Furniture

Germany

Inexpensive **rocking chairs.** Otto Heinicke (manufacturer, manufacturer's agent), 5 Stiftsplatz, Bonn. WTD 1/10/62.

262 Paper Mills

India

Newsprint, other **paper products.** E. I. Trading Corp. (commission merchant), 35 Chittaranjan Ave., Calcutta 12. WTD 11/27/61.

264 Converted Paper, Paperboard Products

Greece

Toilet paper, paper napkins; 200 tons. General agency for Greece or part thereof. Is. S. Hagouel (sales, manufacturer's agent), 18 St. Mina St., Thessaloniki. WTD 2/24/61.

281 Industrial Chemicals

Philippines

Caustic soda, soda ash. Macondray & Co., Inc. (importer, wholesaler, retailer, manufacturer's agent), Makati Bldg., Makati, Rizal. WTD 7/27/60.

282 Plastics, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Synthetic (noncellulosic) **staple fiber,** preferably polyester; qualities suitable for yarn spinning on cotton system spindles, either pure or in blends with raw cotton. Wassmann & Co. (importing distributor, commission merchant, manufacturer's agent), Baumwollboerse, Bremen. WTD 1/10/62.

283 Drugs

Iran

Antibiotics, vitamins. Sherkat Tazamoni Mohamed Taghi Farhang & Ahmad Geramian (importer), 314 Avenue Takhte-Jamshid, Tehran. WTD 10/9/61.

307 Miscellaneous Plastics Products

Denmark

Plastic kitchen articles. Helge Maack-Petersen (manufacturer's agent), 28 Frederiksberggade, Copenhagen K. WTD 11/22/61.

Germany

Plastic (PVC) floor coverings, tiles. H. Siemes (manufacturer's agent), 71 Gladbacherstr., Viersen/Rhld. WTD 5/31/61.

322 Glass, Glassware

Denmark

Ovenproof glassware. Helge Maack-Petersen (manufacturer's agent), 28 Frederiksberggade, Copenhagen K. WTD 11/22/61.

324 Pottery

Denmark

Ovenproof **ceramics.** Helge Maack-Petersen (manufacturer's agent), 28 Frederiksberggade, Copenhagen K. WTD 11/22/61.

336 Nonferrous Foundries

Denmark

Cast aluminum **kitchen utensils.** Helge Maack-Petersen (manufacturer's agent), 28 Frederiksberggade, Copenhagen K. WTD 11/22/61.

342 Cutlery, Hand Tools, General Hardware

Denmark

Hand tools, cutlery, nonelectric **can openers.** Helge Maack-Petersen (manufacturer's agent), 28 Frederiksberggade, Copenhagen K. WTD 11/22/61.

France

Amateur **tool kits.** Siera, S.A.R.L. (importer, wholesaler, retailer, manufacturer's agent), 43 rue de Chateaudun, Paris 9. WTD 12/21/61.

Philippines

Hand tools, locks. Elizalde & Co., Inc. (importer, exporter, manufacturer, sales agent), 845 Muelle de la Industria, Manila. WTD 5/16/61.

Spain

Hand tools. Miguel Ortega (importing distributor), Alberto Aguilera 11, Madrid. WTD 7/21/60.

343 Heating Apparatus, Plumbing Fixtures

Liberia

Sanitary and plumbing ware. United Liberia Rubber Corp. (importing distributor), P.O. Box 51, Monrovia. WTD 1/10/62.

346 Metal Stampings

Denmark

Kitchenwares of stamped and spun aluminum, stainless steel, other metals. Helge Maack-Petersen (manufacturer's agent), 28 Frederiksberggade, Copenhagen K. WTD 11/22/61.

352 Farm Machinery, Equipment

Philippines

Lawnmowers. Elizalde & Co., Inc. (importer, exporter, manufacturer, sales agent), 845 Muelle de la Industria, Manila. WTD 5/16/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Liberia

Construction equipment. United Liberia Rubber Corp. (importing distributor), P.O. Box 51, Monrovia. WTD 1/10/62.

354 Metalworking Machinery, Equipment

France

Tool kits including small amateur electric tools. Siera, S.A.R.L. (importer, wholesaler, retailer, manufacturer's agent), 43 rue de Chateaudun, Paris 9. WTD 12/21/61.

Spain

Electric handtools. Miguel Ortega (importing distributor), Alberto Aguilera 11, Madrid. WTD 7/21/60.

Switzerland

Machine tools, such as lathes, milling and drilling machines, honing machines. Otto Scherrer Werkzeugmaschinen AG (importing distributor), Sallenbachstrasse 5, Zurich. WTD 11/21/60.

355 Special Industry Machinery

France

Portable **electric saws.** Siera, S.A.R.L. (importer, wholesaler, retailer, manufacturer's agent), 43 rue de Chateaudun, Paris 9. WTD 12/21/61.

Norway

Regrooving, slitting machines for automobile tires. Rolf Thoresen (importing distributor, manufacturer's agent), 1 H. Heyerdahlsgate, Oslo. WTD 10/6/61.

356 General Industrial Machinery, Equipment

Iran

Submersible **water pumps,** 50 ft. and longer, overhead pressure. Sherkat Tazamoni Mohamed Taghi Farhang & Ahmad Geramian (importer), 314 avenue Takhte-Jamshid, Tehran. WTD 10/9/61.

358 Service Industry Machines

Trinidad

Air-conditioning equipment for homes, offices, groceries. Pereira & Co., Ltd. (importer, manufacturer's agent, commission merchant), 24 Frederick St., Port of Spain. WTD 12/15/61.

363 Household Appliances

France

Low-temperature **refrigerators, cabinets, chests, freezers.** Compagnie des Docks Frigorifiques de Bordeaux (cold storage, refrigerating plant), 128-34 avenue Thiers, Bordeaux-Bastide, Gironde. WTD 1/4/62.

Liberia

Refrigerators, other **domestic appliances.** United Liberia Rubber Corp. (importing distributor), P.O. Box 51, Monrovia. WTD 1/10/62.

Scotland

Household appliances except refrigerators, deep freezers. General agency for United Kingdom or part thereof. H. C. Troldahl, Ltd. (wholesaler, retailer, selling, manufacturer's agent), Frigidaire House, 40 Scotswood Rd., Newcastle upon Tyne 4. WTD 1/9/62.

364 Electric Lighting, Wiring Equipment

France

Portable **waterproof lamps** that automatically switch on when electric current goes off. Siera, S.A.R.L. (importer, wholesaler, retailer, manufacturer's agent), 43 rue de Chateaudun, Paris 9. WTD 12/21/61.

365 Radio, Television Receiving Sets

Syria

Television receiving sets, 17, 19, 21, and 23 in., European channel (625 lines), 110 v., a.c., 50 c.; 5,000 units annually. Abara Balasem, Tahan & Co. (importing distributor, manufacturer's agent), Maari St., P.O. Box 439, Homs. WTD 7/7/61.

Trinidad

Television sets. Pereira & Co., Ltd. (importer, manufacturer's agent, commission merchant), 24 Frederick St., Port of Spain. WTD 12/15/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Spain

Engine-driven generator sets. Miguel Ortega (importing distributor), Alberto Aguilera 11, Madrid 15. WTD 7/21/60.

371 Motor Vehicles, Parts

Liberia

Passenger **automobiles,** pickup **trucks.** United Liberia Rubber Corp. (importing distributor), P.O. Box 51, Monrovia. WTD 1/10/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Venezuela

Precision instruments: Oceanographic,

meteorologic, hydrologic, measurements and control. Tecnoconcret C.A. (importing distributor, manufacturer's agent), Aptdo. 3451, Edificio Arta, Local 5, Avenida Francisco de Miranda, Chacaito, Caracas. WTD 12/29/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified

203 Miscellaneous Food Products

Egypt

Dehydrated **onions**, all other **vegetables.** The Port Said Dehydrating Co. G & G Eidi (exporter), P.O. Box 189, Port Said. WTD 6/14/60. Leaflets.★

205 Bakery Products

France

Special types of **biscuits**, made from eggs, in boxes of 200 g. each, net content, gross wt., 250 g., very good quality, large quantities. Prefer active sales agents well introduced in U.S. supermarkets. Biscuits Brossard (manufacturer, wholesaler, exporter), 40 boulevard Lair, St.-Jean-d'Angely Charente-Maritime. WTD 11/22/61.

284 Toilet Preparations

India

Indian **musk**, according to seller's samples. Valued at $20,000, can be exported annually. Direct or through U.S. agents. Sewa Singh Ram Singh (retailer, wholesaler, exporter), 58 Akali Market, Amritsar, Punjab. WTD 1/9/61.

339 Nonferrous Forgings

Germany

Drawn tubes made from copper, brass, aluminum, and alloys. Standard Metallwerke GmbH (manufacturer), 13 Rustige Strasse, Werl/Westf. WTD 6/14/61.

353 Materials Handling Equipment

Denmark

Hand trucks, belt, roller, and wheel conveyors, brewery conveyor plants. A/S Boy Transportmateriel (manufacturer), 74-80 Buddinge Hovedgade, Copenhagen-Sborg. WTD 9/7/61.

355 Special Industry Machinery

France

Lightweight **carding machines** for shoemaking industry. Good quality. Prefer direct sales to shoe manufacturers. Depot de Cuirs et Crepins (Société D.C.C.), (wholesaler, manufacturer's representative, sales, export agent), 74 rue Belleville, Bordeaux, Gironde. WTD 1/8/62. Descriptive leaflets in French.★

396 Novelty Handicrafts

Germany

Ceramic products, vases, candlesticks, ashtrays, other **gift articles.** Keramikfabrik Uebelacker, K.G. (manufacturer, exporter), Postfach 76, Ransbach/Westerwald. WTD 10/4/61. Descriptive leaflets.★

Korea

Various kinds of **handicrafts.** Korean Ginseng Products Co., Ltd. (manufacturer/exporter), 95, 2-KA, Myung-Dong, Choong-ku, P.O. Box 586. WTD 8/7/61.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Austria

Guenther R. Gruber, representing Getzner, Mutter & Cie—Textilwerke, Bludenz, interested in appointing U.S. agent for firm's medium- and higher-priced colored **woven dress materials** for women, children, and teenagers, and **men's fancy shirtings** of cotton and synthetic blends. Feb. 24 for 1 week; c/o Otto M. Spitz, U.S. Austrian Trade Delegate, 31 E. 69th St., New York 21, N.Y. Itinerary: New York.

Gunther Holzmann, representing McClintock und Holzmann GmbH, Pradlerstr. 69, Innsbruck/Tirol, interested in representing U.S. firms in **notion, novelty, and hair care goods** fields in Europe. Firm reported to have distribution in 10 countries, headquarters in Innsbruck, and warehouse facilities in duty free zone. Feb. 1 for 2 weeks; c/o McClintock & Assocs., 3020 Glendale Blvd., Los Angeles 39, Calif. Itinerary: California and possibly other states.

Costa Rica

Francisco Vidal Mas, representing his own firm at Apartamentos Laisa (Barrio Gonzalez Lahmann), San José, interested in purchasing **agricultural machinery and equipment,** specifically for sugar mills; also purebred **livestock.** Jan. 25 via Miami for 1 month; c/o U.S. Department of Commerce Field Offices in Miami, Jacksonville, and New York. Itinerary: Miami, Tampa, New York.

Nicolas Mogan, representing and owner of Magalinda, Ltda., Calle 5, Avenida FC/1, San José, interested in purchasing **general merchandise,** mainly fine giftware. Jan. 25 via Miami for 1 month; c/o Taft Hotel, Seventh Ave. and 50th St., New York, N.Y. Itinerary: Miami and New York.

France

Christian Hansez, representing Ets. Lambiotte S.A., 20 rue Dumont d'Urville, Paris 16eme, interested in purchase of and/or licensing arrangements for **chemical products.** Feb. 8 via New York for 3 weeks; c/o Hotel Pierre, Fifth Ave., New York, N.Y. Itinerary: New York, Los Angeles, San Francisco, and possibly other cities.

Felix Laurent, representing Tissages de St. Martin de Valamas, T.M.V., 31 rue des Capucins, Lyon, interested in exporting and importing **synthetic yarns, fabrics,** and **garments;** also in **technical information** on interlining for wash and wear garments. Feb. 5 via New York for 1 month; c/o Saint Regis Hotel, Fifth Ave. and 55th St., New York 22, N.Y. Itinerary: New York, Wilmington, and Providence.

Germany

Herrn Heinz Cunz, representing Cunz Radio Co., 60 Niedenau, Frankfurt/Main, interested in investigating possibilities to become manufacturer's representative for **electronic and electrical equipment.** Jan. 28 via New York for 3 weeks; c/o

Laws, Regulations, and Other Information Relating to Foreign-Trade Zones in the United States

A 30-cent handbook available from Department of Commerce Field Offices and the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Lufthansa Office, 680 Fifth Ave., Canada House, New York 19, N.Y. Itinerary: New York; Columbus, Ohio; and Chicago.

Josef Traulich and Heinz Rosier, representing Heinrich Rosier, Autohaus, Menden/Sauerland, interested in visiting **automobile factories,** secondhand **car dealers,** and in new developments in **automotive field.** Jan. 25 via Chicago for 3 weeks; c/o Ernest Traulich, Osakis, Minn. Itinerary: Chicago, Detroit, New York, and possibly other cities.

India

Shree Prasad, representing Sardesai Bros., Ltd., 14 Murzban Rd., P.O. Box 425, Bombay 1, interested in manufacture of **hydrosulphite of soda, pentachlorophenol,** and **other chemicals** under joint venture arrangement; also technical information. Jan. 30 via New York for 1 year; c/o Dr. E. A. Robinson, Nopco Chemical Co., 60 Park Pl., Newark, N.J. Itinerary: Carlton Hill, N.J.; Boston and Hopedale, Mass.

Group of Indian manufacturers' representatives, sponsored by Indian Engineering Export Promotion Council, interested in establishing trade and promoting markets for Indian engineering goods. Feb. 18 for 1 week.

Group's main purpose is to meet representatives of U.S. firms importing and distributing **engineering products,** particularly cast-iron steel items, builders' hardware, metal furniture, bicycles and bicycle parts, cutlery, sewing machines (domestic and industrial), railway equipment, electrical machinery.

Delegation includes Shri A. K. Bhattacharya (leader), representing M/s. National Iron & Steel Co., Ltd., 51 Stephen House, 4 Dalhousie Square East, Calcutta 1; Shri A. M. M. Arunachalam, representing M/s. T. I. Cycles of India, Ambattur (near Madras); Shri A. C. Dev, representing M/s. Kamani Engineering Corp., Kamani Chambers, Nicel Rd., Ballard Estate, Bombay; Shri C. R. Bondre, representing M/s. Kirloskar Oil Engines, Ltd., Elphinstone Rd., Kirkee, Poona 3; Shri R. R. Handa, representing M/s. Orient General Industries, Ltd., 6 Ghore Bibi Lane, Calcutta 11; Shri A. A. Ravindranath, representing M/s. Jay Engineering Works, Ltd., 183-A, Prince Anwarshah Rd., Calcutta 31; Shri B. S. Bugga, representing M/s. B. S. Bugga & Co., 22 Canning St., Calcutta 1; Shri R. K. Singh (Deputy Secretary, Engineering Export Promotion Council, India Exchange, Calcutta 1. Feb. 18 for 1 week; c/o Consulate General of India, 3 East 64th St., New York 21, N. Y. Itinerary: New York.

Italy

Giulio Dubbini, representing Torrefazione Caffe' D. M., 20 Via Vicenza, Padova, interested in contacting American **coffee roasting concerns** and **exporters** for purpose of importing coffee. Jan. 25 via New York for 1 month; c/o Governor Clinton Hotel, New York, N. Y. (Feb. 18-21); Bellevue Hotel, San Francisco, Calif. (Feb. 15-18). Itinerary: New York, Miami, Las Vegas, Los Angeles, San Francisco, and Honolulu.

Netherlands

Jacques Mot, representing Jacq. Mot N.V., 93 Vondelstraat, Amsterdam, interested in agency representation in Common Market area for **nontechnical consumer and/or industrial goods;** also potential interest in **sanitary rubber goods.** Feb. 4 via New York for 1 month; c/o U.S. Department of Commerce Field Offices on itinerary: New York, Los Angeles, and Chicago.

Norway

Kjell O. Amblie, representing Luftmateriell A/S, 2c Prinsensgate, Oslo, interested in representing U.S. manufacturer of **infrared navigational aids;** also technical information. Jan. 5 via New York for 2 months; c/o Collins Radio Co., Dallas, Tex. Itinerary: Dallas, Texas; Cedar Rapids, Iowa.

Philippines

Armando Topacio, Vice President, Dexter Commercial, Inc., 220 De Leon Bldg., Rizal Ave., Manila, interested in **firefighting equipment, oxygen and acetylene manufacturing, cotton;** also information on classifying cotton. Early February via San Francisco for 2 months; c/o U.S. Department of Commerce Field Offices on itinerary: San Francisco, Chicago, New York, and Dallas.

Spain

Antonio Gallardo, Jose Ma. Puigdollers, and Juan Albos, representing Laboratorios Almirall S.A., Cardoner 72-74, Barcelona, interested in meeting manufacturers of **pharmaceuticals** and **drugs** desiring to export to Spain. Feb. 11 via New York for 3 weeks; c/o King George Hotel and TWA Head Office, New York, N. Y. Itinerary: New York, Boston, Philadelphia, and Chicago.

Syrian Arab Republic

Antoine F. Bahri, P.O. Box 67, Damascus, representing Bahri Bros. & General Trading Co., interested in **pharmaceutical products;** also in attending New York motion picture fair and meeting with independent motion picture producers. Early February for 1 to 2 months; c/o U.S. Department of Commerce, Washington 25, D.C.; Wellington Hotel, Seventh Ave., New York City, N.Y. Itinerary: Washington and New York.

Rotterdam Yearbook Gives Commercial Data

A new handbook, the Rotterdam Yearbook 1961-62, presents economic and commercial data on the city, its harbor, and adjacent communities.

Included is information on port operations, ocean shipping, banking and insurance, industry, wholesale trade, Rhine and inland water transport, road transport, building construction, retail shopping, and airport operations. The bilingual—German and English—handbook also lists importers, brokers, and agents for the shipping industry.

The yearbook, published by Hafenkurier Weekly in Rotterdam, is priced at $2. A copy is available for review in the Commercial Intelligence Division of the Bureau of International Business Operations, U.S. Department of Commerce.

Construction . . .

(Continued from page 195)

Bilbao planning to build **water purification station** to filter and chlorinate city's water supply. Contract award for 50-million-peseta (60 pesetas=$1) project to be granted on bid basis 3 months after public announcement. Interested firms write to Excmo. Ayuntamiento de Bilbao, Dirección del Servicio de Aguas, Bilbao. Attn.: Sr. Alberto Arocena, Director.

Large 100-million-peseta ($1.6 million) **sea water purifying installation** to be erected in Arrecife de Lanzarote, Canary Islands. Details not available.

SWEDEN—Approval granted by Stockholm Hospitals Board for proposed expansion of St. Eric's **Hospital.** Total cost set at 7.1 million kroner (1 krona=$0.193). Plan subject to final endorsement by Stockholm City Council.

U.S. bids for instruments, laboratory equipment, and machinery appears feasible and may be made through Sales Department, Swedish Medical Assn. (Sveriges Lakerforbunds Forsaljnings AB), SELFA-Artillerigatan 24, Stockholm.

SYRIA—Plans of Directorate General of Railways, Damascus, for **railway development** during next 10 years calls for purchase of 20 diesel engines and unspecified number of passenger cars.

UNITED KINGDOM—A $5.6-million **oil terminal** for Port of Glasgow soon to open for bidding. Terminal to be located at Longhaugh Point, about 15 miles from Glasgow. Plans also made for construction of 800-ft. **jetty** with road and pipe connections. Parliamentary approval must precede execution of project. Opportunities for U.S. participation expected to exist in actual construction works. Write to General Manager and Secretary, Clyde Navigation Trust, 16 Robertson St., Glasgow, C.2, Scotland.★

Survey Shows New York, Illinois, Ohio, California Lead Nation in Exports

THE States of New York, Illinois, California, Ohio, and Pennsylvania were the top U.S. exporters of manufactured goods in 1960, it was revealed in results of a nationwide survey by the Bureau of Census of the U.S. Department of Commerce. The announcement was made by Secretary Luther H. Hodges, and it covered products manufactured by the 50 States during the year.

The survey, the first of its kind ever completed, showed that New York ran up total shipments of $1,417.4 million going abroad. Other leaders are Illinois, $1,407.8 million; California, $1,302.6 million; Ohio, $1,299.4 million, and Pennsylvania, $1,189.5 million.

The survey also reveals that approximately 6 million American workers are employed in manufacturing plants which produce for export, Secretary Hodges said.

"The figures," he declared, "bolster our conviction that exports create jobs, help keep our living standards high, and strengthen our ability to maintain our strong ties with the Free World."

The Secretary called for redoubled efforts on the part of American business, however, to further expand exports to benefit the domestic economy and improve the U.S. balance of payments.

Though the United States attained a record high in total 1960 export trade—$19.5 billion in goods and $8 billion in services—this represents only slightly more than 5% of our Gross National Product, less than any other developed Western nation, the Secretary said.

He stated further: "This new survey reveals for the first time the specific stake each of our 50 states has in reaching rapidly expanding Free World markets. I think these figures provide all of us with graphic proof of that vital stake, and will help us to do even better in the future."

The survey, based on questionnaires returned by companies employing more than 100 workers for each plant exporting more than $25,000 in 1960, also provides state-by-state estimates of exports by major product group.

Total exports of manufactured goods in 1960 were valued at $15.5 billion f.o.b. plant. Individual exporting plants in the Census Bureau Survey reported $9.8 billion of this total. The geographic origin of the remaining $5.7 billion not reported was estimated by the Commerce Department's Office of Business Economics and Bureau of International Programs, based upon data supplied by the Census Bureau and by the Bureau of Labor Statistics, U.S. Department of Labor.

The 6 million employees in plants reporting in the survey do not include employees of manufacturers who supply component parts of raw materials to plants, e.g., steel, tires, glass, etc., used in producing such items as assembled automobiles for export; or transportation and distribution services related to exports.

VALUE OF EXPORTS OF MANUFACTURED PRODUCTS, BY REGION AND STATE, AND BY MAJOR PRODUCT GROUP: 1960

(The estimated totals (in boldface) are accompanied by figures actually reported to the Census Bureau by exporting manufacturers)

(Figures in millions of dollars)

U.S. Department of Commerce
Office of Business Economics
Bureau of International Programs

Geographic division and State	Exports of manufactured products	Food and kindred products (20)	Tobacco products (21)	Textile mill products (22)	Apparel and related products (23)	Lumber and wood products (24)	Furniture and fixtures (25)	Paper and allied products (26)	Printing and publishing (27)	Chemicals and allied products (28)	Petroleum and coal products (29)	Rubber and plastics products n.e.c. (30)	Leather and leather products (31)	Stone, clay and glass products (32)	Primary metal industries (33)	Fabricated metal products (34)	Machinery, except electrical (35)	Electrical machinery (36)	Transportation equipment (37)	Instruments and related products (38)	Miscellaneous manufacturing (39+19)
Total value at port	16,898.0	1,634.6	494.4	495.8	239.5	189.8	48.1	456.9	146.3	2,022.1	639.9	306.5	92.9	221.0	1,220.8	554.5	1,188.0	1,112.4	2,804.3	470.6	559.6
Total value f.o.b. producing plant	15,454.3	1,587.6	446.8	436.1	213.7	147.9	42.5	405.9	137.8	1,798.3	555.2	289.6	87.4	193.4	1,090.2	503.9	2,940.1	1,011.9	2,653.6	429.2	483.6
Reported by manufacturers	(9,792.4)	(639.4)	(196.0)	(49.7)	(1.2)	(20.5)	(0.5)	(261.7)	(57.8)	(1,367.5)	(436.7)	(160.0)	(32.6)	(127.3)	(899.8)	(321.6)	(2,208.5)	(672.9)	(1,937.3)	(285.2)	(118.2)
New England	1,013.7 (551.8)	34.7 (1.7)	2.5 (...)	46.3 (D)	16.5 (...)	6.7 (D)	2.2 (...)	29.8 (18.9)	6.8 (D)	51.7 (36.7)	1.0 (D)	49.5 (20.8)	25.8 (8.7)	17.9 (11.4)	20.9 (16.3)	49.4 (26.8)	268.0 (180.7)	85.8 (54.8)	143.0 (D)	61.0 (41.7)	63.2 (21.1)
Maine	37.5 (14.5)	6.1 (...)	... (...)	2.9 (...)	0.5 (...)	2.9 (D)	0.1 (...)	10.0 (8.1)	0.1 (...)	T (D)	S (...)	.8 (...)	3.4 (D)	... (...)	... (...)	.3 (D)	5.1 (D)	1.0 (0.5)	1.8 (D)	.1 (...)	0.3 (D)
New Hampshire	54.7 (30.3)	1.5 (D)	... (...)	4.6 (...)	0.2 (...)	1.1 (...)	0.1 (...)	4.4 (D)	0.2 (...)	S (...)	... (...)	.4 (D)	4.0 (D)	.3 (0.2)	7.5 (D)	.3 (D)	27.2 (17.1)	2.3 (1.5)	S (...)	.1 (D)	0.5 (D)
Vermont	28.1 (15.5)	2.6 (D)	... (...)	S (...)	0.2 (...)	0.8 (...)	0.1 (...)	0.4 (D)	0.2 (...)	0.1 (...)	... (...)	.5 (D)	.1 (...)	2.1 (D)	S (D)	S (D)	16.6 (11.7)	2.2 (1.5)	S (...)	.6 (D)	1.6 (D)
Massachusetts	435.2 (224.4)	18.1 (1.3)	0.7 (...)	30.0 (D)	12.2 (...)	1.3 (D)	1.2 (...)	11.2 (5.7)	3.7 (D)	27.0 (18.7)	.4 (D)	26.1 (14.4)	17.1 (7.4)	10.9 (D)	6.1 (3.5)	25.4 (12.5)	126.0 (85.1)	49.1 (30.3)	4.7 (D)	34.7 (25.9)	29.3 (8.2)
Rhode Island	65.9 (22.2)	1.9 (D)	... (...)	22.0 (...)	0.9 (...)	0.1 (...)	0.1 (...)	0.3 (...)	0.3 (...)	T (D)	.4 (D)	4.4 (1.8)	.3 (...)	.7 (D)	3.8 (3.2)	1.9 (0.8)	15.9 (D)	3.1 (1.7)	1.0 (D)	2.3 (D)	7.8 (2.0)
Connecticut	385.9 (244.7)	4.3 (...)	1.8 (...)	8.5 (D)	2.5 (...)	0.3 (...)	0.4 (...)	2.1 (D)	2.0 (D)	20.7 (15.0)	.2 (...)	8.2 (4.2)	.9 (D)	3.8 (2.4)	3.8 (3.2)	21.3 (12.9)	76.8 (54.2)	27.9 (19.0)	154.0 (D)	23.0 (13.5)	23.4 (10.5)
Middle Atlantic	3,506.1 (2,271.2)	234.8 (116.4)	12.4 (1.1)	87.6 (4.0)	105.7 (...)	7.4 (D)	8.2 (D)	42.1 (21.0)	61.1 (36.0)	466.1 (341.2)	130.6 (99.2)	63.1 (29.9)	21.4 (5.2)	67.9 (43.0)	350.5 (290.4)	131.4 (85.8)	610.2 (440.5)	320.8 (202.3)	427.7 (363.7)	226.2 (177.8)	111.7 (34.6)
New York	1,417.4 (886.1)	148.2 (80.4)	8 (...)	27.0 (D)	60.3 (...)	3.6 (...)	4.3 (...)	17.5 (6.8)	36.3 (20.0)	149.1 (108.9)	7.4 (D)	20.1 (5.7)	13.6 (4.4)	26.7 (16.9)	75.7 (58.7)	27.7 (21.0)	285.3 (218.1)	148.5 (91.8)	145.6 (116.5)	140.1 (109.3)	81.0 (23.2)
New Jersey	897.0 (587.2)	56.9 (26.9)	0.3 (...)	28.8 (...)	14.1 (...)	1.0 (...)	1.0 (...)	10.4 (7.6)	4.6 (1.8)	207.7 (150.6)	58.7 (D)	25.5 (15.2)	2.5 (D)	11.9 (7.5)	85.8 (64.7)	22.3 (14.1)	70.8 (50.9)	77.9 (45.3)	161.9 (131.6)	45.0 (21.2)	9.9 (4.2)
Pennsylvania	1,189.5 (795.7)	48.7 (7.0)	12.0 (1.1)	31.6 (D)	31.3 (...)	2.8 (D)	2.8 (D)	14.0 (8.5)	20.1 (14.2)	109.2 (81.7)	64.4 (47.0)	17.3 (6.8)	5.2 (D)	29.2 (18.5)	188.9 (166.9)	81.4 (50.7)	254.0 (191.5)	94.1 (60.0)	120.7 (99.5)	41.1 (27.3)	20.6 (7.1)
East North Central	4,503.8 (3,119.5)	357.7 (136.1)	3.1 (...)	16.0 (2.2)	23.9 (D)	14.1 (D)	11.1 (0.5)	29.1 (9.4)	36.0 (15.7)	275.3 (187.4)	30.3 (16.7)	121.7 (72.0)	24.9 (16.6)	55.6 (36.5)	252.3 (191.5)	179.5 (120.5)	1,495.5 (1,165.4)	392.0 (273.1)	1,020.1 (781.6)	76.2 (49.2)	89.4 (42.8)
Ohio	1,299.4 (921.5)	47.1 (9.1)	2.5 (...)	7.2 (2.2)	6.4 (...)	1.9 (...)	2.3 (D)	8.8 (3.7)	7.5 (2.2)	67.6 (46.8)	6.3 (2.8)	85.5 (59.3)	2.4 (D)	26.2 (17.8)	119.3 (102.2)	59.6 (40.2)	372.2 (288.6)	122.8 (96.9)	324.3 (238.1)	13.1 (9.0)	16.4 (7.1)
Indiana	483.6 (310.2)	44.6 (13.5)	S (...)	2.5 (...)	2.1 (...)	2.1 (D)	2.3 (D)	2.0 (D)	2.5 (D)	50.1 (33.8)	4.9 (D)	5.3 (1.2)	.4 (...)	5.4 (D)	38.5 (28.3)	30.3 (22.1)	89.1 (69.8)	73.2 (43.2)	120.3 (85.4)	4.1 (2.9)	U (1.2)
Illinois	1,407.8 (971.1)	183.8 (98.3)	0.4 (...)	4.6 (...)	11.3 (...)	2.5 (...)	2.9 (...)	6.5 (D)	20.3 (11.6)	55.6 (31.4)	13.2 (7.6)	20.9 (7.6)	17.8 (14.7)	7.8 (4.8)	41.9 (15.6)	50.7 (29.7)	652.9 (512.8)	123.9 (80.5)	130.8 (113.8)	38.0 (31.2)	22.0 (10.0)
Michigan	898.7 (646.5)	41.8 (7.8)	0.2 (...)	1.4 (...)	3.0 (D)	2.4 (...)	2.4 (D)	5.8 (2.3)	2.5 (...)	93.3 (72.0)	4.4 (D)	7.2 (3.3)	.8 (D)	15.0 (9.2)	46.0 (41.3)	22.7 (16.4)	180.4 (144.0)	31.7 (24.7)	399.1 (308.6)	8.8 (2.9)	28.6 (D)
Wisconsin	411.4 (270.0)	39.0 (11.2)	S (...)	2.0 (...)	1.0 (...)	4.9 (D)	1.0 (...)	5.6 (2.0)	2.9 (D)	8.2 (3.1)	1.3 (...)	2.7 (0.5)	3.4 (0.7)	1.3 (D)	6.5 (3.9)	16.0 (11.8)	200.7 (150.0)	40.1 (29.6)	45.5 (35.6)	12.1 (3.1)	V (D)

VALUE OF EXPORTS OF MANUFACTURED PRODUCTS, BY REGION AND STATE, AND BY MAJOR PRODUCT GROUP: 1960 · Continued

(The estimated totals (in boldface) are accompanied by figures actually reported to the Census Bureau by exporting manufacturers)

(Figures in millions of dollars)

U.S. Department of Commerce
Office of Business Economics
Bureau of International Programs

Geographic division and State	Exports of manufactured products	Food and kindred products (20)	Tobacco products (21)	Textile mill products (22)	Apparel and related products (23)	Lumber and wood products (24)	Furniture and fixtures (25)	Paper and allied products (26)	Printing and publishing (27)	Chemicals and allied products (28)	Petroleum and coal products (29)	Rubber and plastics products n.e.c. (30)	Leather and leather products (31)	Stone, clay and glass products (32)	Primary metal industries (33)	Fabricated metal products (34)	Machinery, except electrical (35)	Electrical machinery (36)	Transportation equipment (37)	Instruments and related products (38)	Miscellaneous manufacturing (39+19)
West North Central	764.0	240.6	0.5	2.9	8.0	4.6	1.5	11.5	7.8	42.7	7.2	10.7	5.8	14.8	10.0	22.2	202.8	67.2	47.1	24.5	31.6
	(378.6)	(84.9)	(D)	(D)	(...)	(...)	(...)	(D)	(1.1)	(27.9)	(2.6)	(D)	(...)	(D)	(D)	(12.4)	(129.0)	(41.9)	(31.0)	(13.5)	(3.4)
Minnesota	176.4	49.4	S	1.3	1.9	1.5	0.3	5.6	1.8	7.7	1.2	1.3	.2	5.1	1.0	3.5	55.5	11.0	1.1	19.1	8.1
	(92.5)	(16.7)	(...)	(D)	(...)	(...)	(...)	(D)	(...)	(D)	(D)	(0.4)	(...)	(D)	(D)	(D)	(38.2)	(8.7)	(0.4)	(D)	(0.2)
Iowa	243.0	73.6	...	S	0.7	1.0	0.3	0.4	1.5	4.3	.3	2.7	S	...	3.0	7.2	95.8	44.2	1.1	2.6	4.3
	(121.4)	(28.3)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(D)	(...)	(D)	(...)	(...)	(D)	(3.4)	(54.0)	(25.1)	(0.4)	(D)	(D)
Missouri	193.0	50.4	0.5	1.3	4.9	1.8	0.6	5.0	2.9	25.3	3.1	1.3	5.4	8.5	4.6	7.8	28.7	11.7	11.0	1.6	16.9
	(91.5)	(17.3)	(D)	(...)	(...)	(...)	(...)	(D)	(D)	(17.8)	(D)	(...)	(...)	(D)	(D)	(4.6)	(19.5)	(D)	(D)	(D)	(1.9)
North Dakota	2.4	1.6	...	...	...	...	...	S	0.1	S	.2	...	...	...	...	...	...	...	...	...	S
	(D)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)
South Dakota	7.4	6.6	...	...	S	0.2	S	S	0.1	.1	...	S	...	...	...	...	...	...	.1	...	S
	(D)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)
Nebraska	41.9	24.7	...	S	0.2	0.1	0.1	0.1	0.4	T	0.1	.7	S	...	.5	.7	9.9	S	.7	.7	1.5
	(14.3)	(4.4)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(D)	(...)	(...)	(...)	(0.4)	(D)	(D)	(D)	(D)	(D)
Kansas	96.6	33.8	...	0.1	0.4	0.1	0.1	0.3	0.6	3.4	2.1	4.4	S	1.1	.8	3.1	12.7	...	33.0	.3	0.3
	(36.7)	(16.1)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(D)	(D)	(...)	(D)	(...)	(D)	(D)	(...)	(D)	(...)	(...)
South Atlantic	1,655.0	123.0	390.2	220.0	25.4	27.0	9.6	137.0	10.3	305.9	4.4	12.5	3.7	15.5	127.9	26.0	64.4	47.4	69.4	6.1	30.3
	(849.8)	(13.5)	(191.6)	(34.1)	(D)	(D)	(...)	(98.4)	(D)	(220.2)	(2.6)	(7.2)	(1.2)	(10.6)	(115.0)	(17.9)	(44.9)	(31.1)	(33.1)	(2.3)	(2.5)
Delaware	28.4	5.9	...	2.4	0.6	0.2	...	0.1	0.1	8.8	1.1	1.5	1.3	...	0.1	1.2	1.6	...	0.9	0.8	1.8
	(14.4)	(D)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(D)	(D)	(D)	(D)	(...)	(D)	(D)	(D)	(...)	(D)	(D)	(D)
Maryland	216.9	20.9	1.2	1.5	6.6	1.1	0.5	1.1	1.0	28.3	1.4	6.7	0.4	6.2	X	6.2	19.9	18.8	11.0	2.6	7.8
	(138.4)	(2.9)	(...)	(D)	(...)	(...)	(...)	(...)	(...)	(20.5)	(D)	(D)	(...)	(4.5)	(D)	(4.5)	(14.0)	(9.7)	(D)	(D)	(D)
District of Columbia	7.7	2.3	...	...	S	S	S	0.1	4.6	S	...	S	...	...	...	...	...	...	...	...	S
	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)
Virginia	338.3	19.0	171.3	22.0	3.5	4.8	1.9	20.2	0.9	66.6	0.1	1.9	0.8	0.6	1.3	1.7	6.0	6.5	7.4	0.6	1.2
	(213.3)	(D)	(121.1)	(9.7)	(...)	(...)	(...)	(13.3)	(D)	(52.8)	(...)	(1.1)	(...)	(0.4)	(D)	(1.2)	(4.3)	(D)	(D)	(D)	(D)
West Virginia	156.1	2.6	0.5	0.5	0.4	1.5	0.1	0.2	0.3	78.2	0.8	S	S	5.4	W	4.4	11.5	7.2	0.1	0.2	0.2
	(125.3)	(...)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(65.5)	(D)	(...)	(D)	(3.3)	(D)	(2.5)	(D)	(D)	(...)	(...)	(...)
North Carolina	391.8	17.9	199.4	82.1	4.1	6.9	4.8	14.4	0.8	13.4	0.1	0.8	0.2	...	4.9	8.5	8.6	11.7	0.8	0.6	11.8
	(128.0)	(D)	(D)	(13.7)	(...)	(D)	(...)	(9.7)	(...)	(8.9)	(...)	(D)	(...)	(...)	(D)	(D)	(3.5)	(8.9)	(D)	(D)	(D)
South Carolina	121.8	5.2	4.1	72.1	2.3	3.6	0.3	8.4	0.2	V	0.1	0.9	S	1.5	T	1.1	1.6	0.2	0.2	0.5	0.2
	(30.4)	(...)	(D)	(D)	(...)	(...)	(...)	(D)	(...)	(D)	(D)	(D)	(...)	(D)	(D)	(D)	(D)	(...)	(...)	(D)	(D)
Georgia	230.8	27.1	1.9	38.6	6.8	5.7	0.8	48.7	0.9	33.3	0.1	S	0.5	1.6	0.9	1.0	14.8	1.4	45.8	0.7	1.5
	(107.0)	(3.2)	(...)	(5.9)	(D)	(...)	(...)	(25.8)	(D)	(D)	(...)	(D)	(D)	(D)	(...)	(0.8)	(10.3)	(1.3)	(D)	(D)	(D)
Florida	158.8	22.3	12.8	0.4	0.9	2.9	0.8	43.1	1.1	58.1	0.7	0.4	0.1	...	0.4	2.7	S	1.8	3.8	0.8	5.4
	(89.1)	(2.9)	(D)	(...)	(...)	(...)	(...)	(32.7)	(...)	(45.4)	(D)	(...)	(...)	(...)	(...)	(1.2)	(D)	(D)	(D)	(D)	(...)
East South Central	587.3	74.3	37.9	34.2	15.4	15.8	2.9	49.1	2.5	145.8	0.4	17.1	2.8	10.1	38.4	29.5	50.9	27.7	23.1	2.0	8.6
	(324.9)	(22.8)	(1.1)	(6.7)	(D)	(D)	(...)	(30.0)	(...)	(117.1)	(D)	(D)	(D)	(6.4)	(34.6)	(19.9)	(33.5)	(21.5)	(13.6)	(D)	(2.7)
Kentucky	178.4	12.3	33.1	0.9	4.4	1.9	0.5	0.8	0.7	44.2	0.3	0.6	0.4	7.6	U	7.0	29.2	V	V	S	0.9
	(102.2)	(1.8)	(4.1)	(...)	(...)	(...)	(...)	(D)	(...)	(39.6)	(D)	(D)	(...)	(D)	(D)	(4.3)	(20.3)	(D)	(D)	(...)	(D)
Tennessee	220.1	35.2	4.8	13.4	5.2	3.8	1.4	15.0	1.1	71.1	S	9.6	1.8	0.7	V	18.3	V	9.6	6.5	T	5.2
	(132.0)	(15.6)	(...)	(3.1)	(...)	(...)	(...)	(D)	(...)	(57.3)	(...)	(D)	(...)	(0.4)	(D)	(D)	(D)	(6.2)	(5.4)	(D)	(D)
Alabama	109.2	13.2	...	18.3	2.7	5.5	0.3	5.6	0.4	19.0	0.1	4.6	0.1	0.2	V	3.7	7.0	T	2.9	S	1.6
	(54.4)	(0.8)	(...)	(3.5)	(...)	(D)	(...)	(D)	(...)	(13.7)	(...)	(D)	(...)	(D)	(D)	(D)	(D)	(D)	(1.1)	(...)	(...)
Mississippi	77.0	13.2	...	1.4	3.1	4.3	0.5	27.4	0.2	11.4	(...)	0.1	0.5	1.5	0.1	0.3	4.1	1.3	U	(...)	T
	(36.1)	(4.4)	(...)	(...)	(D)	(D)	(...)	(D)	(...)	(6.5)	(...)	(D)	(D)	(D)	(...)	(D)	(D)	(0.9)	(D)	(...)	(D)
West South Central	1,243.3	218.6	...	4.4	7.3	12.5	2.3	21.1	3.7	372.1	265.9	8.7	1.1	3.3	139.8	27.2	113.5	8.7	20.2	8.1	4.8
	(938.2)	(131.9)	(...)	(...)	(D)	(...)	(...)	(15.7)	(...)	(320.7)	(217.9)	(5.7)	(...)	(2.1)	(117.7)	(13.4)	(93.3)	(5.0)	(9.0)	(4.7)	(D)
Arkansas	50.7	33.9	...	0.9	0.6	4.6	0.8	2.3	0.2	1.3	0.5	0.6	0.6	...	2.0	0.3	0.6	0.6	0.3	S	0.6
	(29.2)	(D)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(D)	(D)	(D)	(...)	(...)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana	254.1	24.5	...	0.3	1.5	3.7	0.1	10.3	0.4	85.7	78.8	0.1	S	1.2	W	2.8	0.4	...	3.7	S	0.7
	(192.0)	(10.6)	(...)	(...)	(D)	(...)	(...)	(7.5)	(...)	(71.3)	(D)	(...)	(...)	(D)	(D)	(D)	(D)	(...)	(D)	(...)	(D)
Oklahoma	98.9	16.6	...	0.4	0.4	0.4	0.1	0.1	0.5	2.4	12.1	5.4	S	1.8	24.8	8.3	19.1	0.9	5.2	0.3	0.2
	(65.5)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(D)	(D)	(...)	(1.0)	(D)	(4.6)	(15.1)	(D)	(D)	(D)	(D)
Texas	836.6	143.4	...	2.7	4.7	3.7	1.2	8.2	2.4	282.6	177.2	2.5	S	0.3	X	15.6	93.1	7.0	10.8	7.7	3.2
	(651.3)	(91.8)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(247.3)	(148.1)	(D)	(...)	(D)	(D)	(6.4)	(77.2)	(3.9)	(4.9)	(4.5)	(...)
Mountain	177.3	31.7	...	0.1	0.9	5.7	0.3	T	1.6	10.1	1.2	3.8	0.3	0.6	W	2.5	37.5	2.7	8.5	1.1	23.2
	(97.6)	(6.0)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(6.1)	(D)	(D)	(...)	(D)	(D)	(1.4)	(29.3)	(1.9)	(D)	(D)	(D)
Montana	3.9	1.8	...	S	...	1.4	S	S	0.1	0.5	S	...	...	...	...	...	...	...	S	...	0.1
	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)
Idaho	15.6	9.3	...	...	S	2.2	S	T	0.1	T	...	S	S	...	...	S	...	...	0.1	...	0.2
	(8.4)	(D)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(D)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(D)	(...)	(D)
Wyoming	0.7	0.4	...	...	...	0.1	...	...	0.1	...	0.2	...	...	...	...	...	...	...	...	0.1	...
	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)
Colorado	48.4	8.6	...	S	0.3	0.5	0.1	0.1	0.6	2.3	0.9	3.5	0.3	...	9.7	1.7	14.3	2.2	0.1	0.2	1.1
	(28.2)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(D)	(D)	(...)	(...)	(D)	(D)	(D)	(D)	(...)	(D)	(...)
New Mexico	26.5	1.8	...	...	0.1	0.3	S	...	0.1	T	...	...	S	...	U	...	...	...	...	...	12.4
	(11.3)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(...)	(...)
Arizona	29.3	3.6	...	...	0.2	0.6	0.1	S	0.2	0.7	...	0.3	S	...	4.3	...	2.4	0.5	8.2	0.8	7.5
	(12.8)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(D)	(...)	(D)	(D)	(D)	(D)	(...)
Utah	45.8	5.5	...	S	0.3	0.1	0.1	S	0.1	0.8	0.1	S	S	S	16.4	0.8	19.7	...	0.1	...	1.9
	(32.0)	(0.4)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(D)	(D)	(D)	(...)	(...)	(...)	(...)
Nevada	5.4	0.2	...	...	...	0.1	...	...	0.1	S	...	...	...	0.7	3.9	...	...	...	...	...	S
	(4.6)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(D)	(D)	(...)	(...)	(...)	(...)	(...)	(...)
Pacific	1,994.2	252.3	S	3.7	10.4	53.7	3.9	85.4	7.4	127.7	114.0	11.2	1.2	7.0	108.0	35.2	97.6	59.3	875.1	23.5	119.6
	(1,264.3)	(128.1)	(...)	(...)	(...)	(18.0)	(...)	(59.9)	(D)	(94.5)	(96.3)	(3.3)	(D)	(5.7)	(86.7)	(22.9)	(71.4)	(40.9)	(611.0)	(14.3)	(10.2)
Washington	582.8	30.2	...	S	0.8	14.6	0.3	67.5	0.7	3.4	0.6	0.2	0.1	0.3	56.6	1.4	8.2	0.2	397.2	S	0.3
	(393.7)	(19.1)	(...)	(...)	(...)	(5.6)	(...)	(48.9)	(...)	(D)	(D)	(D)	(...)	(D)	(51.2)	(1.1)	(5.7)	(D)	(D)	(D)	(...)
Oregon	87.1	24.7	...	0.3	0.5	23.9	0.2	8.9	0.4	0.7	S	0.2	S	0.3	5.7	0.1	4.5	14.1	1.3	S	0.2
	(50.8)	(D)	(...)	(...)	(...)	(6.7)	(...)	(7.3)	(...)	(D)	(...)	(D)	(...)	(D)	(D)	(D)	(3.7)	(D)	(D)	(D)	(...)
California	1,302.6	180.5	S	3.2	9.0	14.8	3.3	6.4	6.0	123.3	113.3	10.7	1.1	6.3	43.6	33.4	84.8	45.1	476.5	22.2	119.1
	(809.7)	(86.8)	(...)	(...)	(...)	(3.6)	(...)	(D)	(D)	(92.3)	(D)	(3.1)	(D)	(5.2)	(D)	(21.6)	(61.9)	(D)	(D)	(D)	(10.2)
Alaska	4.0	1.6	...	...	S	0.1	...	2.3	S	...	...	...	...	...	...	...	...	...	S	...	...
	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)
Hawaii	15.5	14.9	...	S	0.2	0.1	0.1	0.1	0.1	0.1	...	...	S	...	...	0.2	...	...	S	...	...
	(D)	(D)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(...)	(D)	(...)	(...)	(...)	(...)	(...)

NOTE: Figures may not add because of rounding.

Total exports included in this table exceed the 1960 Census Bureau's totals for manufactured foodstuffs, semimanufactures and finished manufactures by some $800 million. Figures given here include exports to Puerto Rico, bunker sales of fuel to foreign vessels, and certain other adjustments developed by the Bureau of Labor Statistics in their study of direct and indirect employment attributable to exports.

The National total figures and totals for the 20 industry groups in terms of value at port and value f.o.b. plant were prepared by the Bureau of Labor Statistics, based largely on Census export data and Census "bridge" tables on export and industry classification systems; total value, f.o.b. plant differs from value at port primarily by trade margins, transportation, and warehousing costs.

Regional and State distributions of exports, not reported directly by manufacturers, were estimated by the Office of Business Economics and the Bureau of International Programs, U.S. Department of Commerce, in order to account for local origin of all manufacturing exports. The figures reported by manufacturers are from a survey conducted by the Census Bureau of plants with more than 100 employees included in the Annual Survey of Manufactures and exporting $25,000 or more in 1960. The 1958 survey on distribution of manufacturers sales showed that these plants accounted for practically all exports made directly by manufacturing companies. Establishments in some industries with a small amount of exports in relation to the total number of establishments involved, were asked to report in the survey only when the parent company was known to export at least $1 million per year. Industries handled in this fashion included the textile, apparel, lumber, and furniture groups and some individual industries in other groups.

(D) Withheld to avoid disclosing figures for individual companies.

S Less than $1.0 million. T $1.0 to $4.9 million. U $5.0 to $9.9 million. V $10.0 to $24.9 million. W $25.0 to $49.9 million. X $50.0 to $99.9 million. Y $100.0 million or more.

Libya: An African Success Story

By Stephen Duncan-Peters

THE recent entry of Libya into the fortunate fraternity of oil-producing countries heralded the realization of an economic miracle. Only 5 years ago Libya was regarded as little more than a vast empty tract of the Sahara's rock and sand, the ultimate example of a country without adequate resources to sustain it. Within that brief half decade Libya underwent an economic metamorphosis that has already transformed it into a viable State possessing a dynamic and expanding economy, offering a challenging market to enterprising world traders and investors.

This event came at an opportune time when a score of newly independent African countries, recovering from the feverish celebration of recently acquired freedom, are pausing to examine the political, social, and economic problems and opportunities confronting them. The developments in Libya are of special interest to the new African States preparing to chart their own courses across the politico-economic seas in the years to come.

Libya's achievements warrant study by her neighbors but they also merit analysis by the many U.S. exporters and investors who have been attracted to the newly created and potentially important markets in Africa.

Penetration of African markets presents both a challenge and an opportunity to other newcomers as well as ourselves. European and Asiatic business firms and governmental trading agencies from the Soviet bloc and communist China have been particularly active in this area recently.

Africa has been opened to competition and no one at this stage can predict what its consequences will be. The only sure factor now discernible is that the competition promises to be intense but its very presence confirms the importance and potential value of these newly emerging markets.

WHAT do the African states need? During the past decade some 24 new countries were created in Africa and each and every one of them has all the needs and cherishes all the aspirations of the modern sovereign state. Whether or not they are fully prepared to meet the responsibilities of nationhood or are equipped to achieve their expectations is no longer relevant. They are in being *today* and they need all the manifold and myriad paraphernalia essential to the maintenance and functioning of a nation, its institutions, and its people.

They need communciations equipment, transport of all types, the whole range of construction equipment and supplies, agricultural machinery, fertilizers, schools and books, hospitals and medicines, electric generating machinery, appliances, tools, wearing apparel, textiles—and, in some cases, food is the first and most critical need. The list appears endless.

Mr. Duncan-Peters is a Foreign Service Officer on loan to the U.S. Department of Commerce from the Department of State. He is bilingual in Greek (modern) with limited knowledge in several languages and sundry dialects, and has served in various capacities in 16 foreign countries.

Products, Services Needed

Every state in Africa has need for products and services that could be provided by private enterprise in the United States but demand alone is not sufficient to provide a market. Needs and means are seldom available in equal measure and some of the new countries are so poorly endowed with natural resources that one may hesitate or even dismiss them from consideration, assuming that they have no prospects of ever becoming viable. Don't be too hasty, however.

In many instances we know very little regarding the potential resources of these lands and it would be premature to draw any final conclusions at this early date. The discovery of heretofore unknown mineral or other resources or the introduction of modern agricultural techniques or contemporary industrial methodologies may transform the economy of these countries almost overnight. If I sound over-optimistic it is because I witnessed such a transformation in Libya and saw the almost miraculous changes it effected within a very brief span of time.

I recently returned from the United Kingdom of Libya where I served in the U.S. Embassy at Tripoli for 4½ years, first as Commercial Officer and then as the Senior Economic Officer. When I first arrived in that desert kingdom I was awed at the formidable obstacles confronting its Government and its people. Here was a land almost 700,000 square miles in area—3½ times the size of Texas—that could not support a meager population of just over a million. Statistics revealed a per capita income of perhaps $70 a year and a persistently adverse trade balance with an ever-increasing annual gap between imports and exports. But figures alone do not tell the complete story.

WELL over 40% of the total population led a nomadic or seminomadic existence, living a primitive pastoral life, and wandering from spot to spot in a ceaseless and seemingly endless search for water and animal fodder. As a way of life it was brutally monotonous and cruelly harsh. The lot of the country's farmers, who comprised about 37% of the population, was little better as the climate is harsh, rainfall erratic and undependable with droughts averaging 3 out of every 5 years, and locust swarms swept in periodically to ravage the sparse crops. In the urban communities discontent was rampant as employment opportunities were very limited and generally available only to foreigners because few Libyans had any training or skills. Perhaps 98% of the population was illiterate.

The country's prospects were dismal and many experts had at that time already consigned Libya to a permanent state of chaos while some pessimists limited its prospects of continued independence as a sovereign state to mere months. Libya did not collapse.

Aid, Technical Assistance Granted

FINANCIAL aid in relatively modest sums was granted by the United States and the United Kingdom and technical assistance was provided both by American and United Nations development agencies.

American technicians introduced public health and sanitation programs that have saved untold hundreds of lives and spared many thousands from the ravages of diseases that were endemic in the area for centuries. The physical and mental needs of the Libyan population also were taken into consideration. A major campaign was waged to wipe out illiteracy and by mid-1961 the number

of students attending the newly created schools, elementary through university level, numbered well over 120,000—10% of total population.

American and United Nations technicians, recalling that Libya had once been a granary of Rome, rediscovered and restored the ancient springs and wells covered under the debris of 2,000 years of neglect. The locust menace was controlled, if not actually eradicated. New agricultural techniques were introduced, machinery made available, and new crops, heretofore unknown in this ancient but forgotten land, blossomed where the desert had ruled since time immemorial. Livestock was improved, afforestation was accelerated. Roads, dams, a modern telecommunications system, electric powerplants and many other installations were created. The country was galvanized into action and its people stimulated by an intangible but priceless gift from us—hope.

Confidence Regained

WITHIN that brief handful of years the governmental institutions were Libyanized and the country's domestic and foreign affairs entrusted to Libyan officials able to operate and govern without foreign tutelage or guidance. The people gained confidence in their own future. The number of wandering nomads was reduced, despite a relatively substantial population increase—from 461,000 to 387,000—while simultaneous settlement in the urban centers saw their population multiply from 231,000 to 382,000 within the last 5 years.

As the local politico-economic environment became more favorable the Libyans began investing their own private resources within the country, building factories, hotels, apartment houses, a wheat mill, processing plants, and creating many transportation and a wide variety of servicing industries. Equally, if not more important, American and other foreign oil companies felt enough confidence to enter the country and bring major capital investments with them. Petroleum exploration began in earnest in 1957 and its impact on the Libyan economy was soon reflected in a sharp upward spiral of the country's gross national product which rose by over 61% from that year's estimated level of $113 million to $172 million in 1960.

Forty U.S. manufacturers will display their products in the U.S. Pavilion of the International Trade Fair in Tripoli, Libya, opening on February 20. Reported in detail in Foreign Commerce Weekly on January 15, page 97.

The search for oil proved successful and Libya began shipments of crude oil last autumn, only 2 years after the first major strike was made. Today, with substantial oil royalties assured, Libya stands on the threshold of financial autarchy. The Libyan pound can actually be described as a hard currency since it is backed 100% by deposits in American and British banks. The country's foreign exchange reserves are approaching the $100-million mark, while the annual per capita income is well above the $150-level and more than double that of 1956.

U.S. Exports, Investments Surge

WHAT do these developments mean to the U.S. business community in dollars and cents? Libya's imports in 1956 totaled only $46.5 million of which less than $1.7 million, or only 3.6%, originated in the United States. **In 1960, the f.o.b. value of Libya's imports exceeded $169 million—an increase of 264% within 5 years—while U.S. exports to that country multiplied by more than 2,000%, exceeding $35 million. During this same period American investments in Libya rose from practically nil to an estimated $350 million.**

During my tour of duty in Libya I observed much pertaining to foreign trade and investment, the operating methods utilized, and the rewards they can offer the enterprising firm. The first petroleum companies to venture into Libya took a calculated risk. Many oil companies showed active interest but were hesitant to tread in murky waters. Most of those who dared to enter early were richly rewarded. Some, in fact, candidly admit they achieved far greater success than they ever envisioned in their most optimistic speculations.

On the other hand, oil companies that hesitated at first or neglected to investigate the scene in its early stages, now have flocked into Libya seeking concessions or bits of concessions. Needless to relate all the choice areas and all readily accessible regions have long since been secured by the industry's forerunners and the latecomers now must be content to pick up crumbs discarded from the tables of the pioneers.

The same situation and identical results were manifested in the case of other business firms supplying exports or services abroad. Those who took the initiative to investigate the scene and were fortunate enough to establish good relations with reliable local distributors or agents, have prospered. American, British, Italian, West German, French, and Dutch firms comprised the vanguard and it is no accident that these countries between them supplied over 85% of Libya's imports in 1960.

The accomplishments of the U.S. business community in Libya were substantial and noteworthy because a favorable economic climate exists in that country. The presence of this propitious environment, in a distant and strange land, with few common ethnical, social, cultural, religious, or linguistic links to connect it with America, was no accident. It was created by hard work and devotion to duty on the part of U.S. technicians engaged in various aid and development programs, by the U.S. military personnel stationed in Libya, by the efforts of the U.S. Information Agency and the U.S. Embassy to establish and maintain friendly and mutually trustful relations with the official, business, and social hierarchies of Libya. The American petroleum companies and other business firms that followed into Libya derived invaluable benefits and, on occasion, major advantages from this situation.

The African states can derive some salutary lessons from the Libyan success story. We can also draw some interesting conclusions from the development of Libya's economy and the expansion of Libyan-American commercial relations which accompanied it. It is patently evident that this increase of U.S. trade in Libya was achieved through the cooperation of American private enterprise and many Federal agencies, spearheaded by the Departments of Commerce and State. Acting alone, little would have been accomplished by any individual company or separate Government agency but working in unison they coordinated their efforts, supplemented one another's activity, and produced tangible financial—and political—benefits that far exceeded any individual expectations.

U.S. exports of cotton linters, mostly chemical qualities, totaled 78,000 running bales during the first 4 months (August-November) of the current season, the Foreign Agricultural Service reports.

This is 14% less than the 91,000 bales shipped during the corresponding 1960 period.

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Manufacturing Licenses Sought In Belgium for Varied Products

SIX Belgian manufacturers want licensing and other arrangements for the expansion or diversification of their business operations. Textile machinery; pharmaceutical, plastic, and leather products; men's clothing; and printed material for advertising purposes are among the products for which these firms wish licenses.

- Evariste Vanderstuyf & Co., 78/80 rue du Muguet, Ghent, is interested in manufacturing textile and other machinery under license. The firm is a medium-sized manufacturer and reconditioner of spinning looms, spindles, and flywheels.
- Usines Codipha S.A., 47-57 rue Francois Bossaerts, Brussels, are interested in licensing or other arrangements for the manufacture of pharmaceutical products. They now produce solutions, emulsions, tablets, pills, powders, suppositories, ointments, toothpaste, perfusion supplies, surgical ligatures, disinfectants, deodorizers, insecticides, fungicides, and floor and furniture waxes.
- S.A. des Etablissements Perfecta, 279 rue des Palais, Brussels, a printing and display advertising firm, seeks licensing arrangements to utilize patents for printed materials for advertising.
- M. Sonck-de Bon, Alost, manufacturers of men's suits, sport jackets, slacks, and overcoats seeks license arrangement to manufacture related lines, especially sportswear, for the European market.
- S.A. Filatures et Tissages Goossens Freres, 68 Kouter, Zele, manufacture bags, pack cloths, paper-lined bags, filtering cloths, and carpets and rugs, made from jute, hemp, flax, or cotton. They seek a license to manufacture plastic products, such as tiles, floor and wall coverings, imitation leather products, small boats, and plastic cases for bottles.
- Tannerie et Maroquinerie Belges S.A., 10 rue Lambroek, Zaventem, is interested in licensing or joint-venture arrangements for the better utilization of their plant. Now manufacture leather for hats and caps, bookbinding, belts, clothing, and shoe linings, as well as glues, gelatins, pigments, and varnishes for leather.

Additional information on the last 5 of these opportunities is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., or from the Belgian Industrial Information Service, 50 Rockefeller Plaza, New York 20, N.Y.

French Company Wants Kitchenware License

A French firm that specializes in the manufacture of sheet-metal and tinplate house and kitchen ware—especially cake and pastry molds, plates, and molds for biscuits—seeks U.S. licensing rights on similar or complementary household or industrial articles.

The corporation is capitalized at $36,000 and is said to have annual sales of about $540,000. It has a staff of 100, plus 7 sales representatives in France, and 4 for foreign countries. Equipment includes numerous stamping and embossing presses, welding apparatus of various types, and sheet-metal working tools.

Communicate with Ets. Gobel Fils, S.A., Joué-lès-Tours (Indre-et-Loire), France.

Electronics License Asked by Spaniards

A Spanish firm wishes to obtain licenses to use patents or to sell patented products in its field of telecommunications, radiogoniometers, radiotelegraph, electronic fish detectors, and general application of electronic devices to industry.

It would consider giving either a fixed return or share in profits and will discuss the licensor's participation in the technical or commercial management of the business.

A folder with information in Spanish on its present products is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Write to Electronica Industrial Espanola (Elines), P. Mendivil 3, Las Arenas, Vizaya, Spain.

Printing Ink Manufacture Proposed in Switzerland

A Swiss firm wishes to manufacture printing inks under American license and would like to contact U.S. manufacturers specializing in that area.

Write Chemische Industrie und Seifenfabrik AG, Liestal, Basel-Land Canton, Switzerland.

Aid Asked for Australian Plastic-Container Venture

An Australian firm is interested in forming a joint venture with an American firm specializing in blowmolding of bottles and other containers from plastics.

The firm now produces toys, games, bottles, and light diffusers, but does not feel it has sufficient technical experience to undertake large-scale operations. It would like to set up a plant for the manufacture of a wide range of containers in which capital would be contributed on a 50-50 basis.

- The Governing Director will visit the United States for several weeks, beginning March 27th, and would like to contact potentially interested American companies before his arrival.

Write to Mr. L. Berger, Governing Director, Capital Plastics Sales Pty., Ltd., 6-10 Cook Rd., Marrickville, New South Wales, Australia.

Investment Leads In Pakistan Cited

Numerous opportunities for the investment of U.S. capital and for the supply of machinery and technical know-how were developed recently when the U.S. Investment Development Mission toured Pakistan. A variety of specific leads appeared in the Pakistan Supplement in Foreign Commerce Weekly of January 29, 1962. Additional opportunities follow; others will be published from time to time.

108 Mining Services

Pakistan Steel Corp., Ltd., 30, The Mall, Lahore, has mines of iron ores, coal, mica, and other minerals. Desires joint venture with some medium-size steel company to develop.

282 Resins

A. H. Kahn Co., Strand Rd., Chittagong, East Pakistan, interested in joint venture to manufacture urea formaldehyde resins.

284 Soap

Sultan Soap Factory, Sialkot, wishes to install modern soap plant including glycerin facilities.

287 Insecticides

Potswar Corp., Ltd., 64/9-A Edwards Rd., Rawalpindi, wants technical know-how and machinery to establish insecticide plant. Has land, labor, and building and is willing to import ingredients against licenses. Wants DDT, BHC, EDCT, zincphosphide, and related items.

(See Investments, page 214)

Ceylon Proposes Hotel Construction Program

The Ministry of External Affairs, Government of Ceylon, hopes to interest American hotel operators or other investors in undertaking the construction and/or management of hotels contemplated in a program sponsored by the Government Tourist Bureau.

In the program, a series of small- and medium-sized hotels throughout the island is envisaged. A luxury-type hotel is not needed as much as a hotel of moderate size and price range and a string of small hotels or improved rest-houses at points of tourist interest. The chain of moderately priced hotels would enable personnel of the Colombo-based hotel to arrange tours for guests in upcountry districts or to the beaches.

An outline of the project, with details of the size, location, and facilities; a copy of the Finance Minister's policy decision for foreign investments; and a map showing proposed sites are available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Also, write directly to The Director, Government Tourist Bureau, Commissariat St., Colombo, Ceylon.

Amsterdam Industrial Plant Is Available

A Netherlands importer and exporter of rags, textile remnants, jute, and secondhand clothing, would like to reach American companies that might be interested in 1 or more of 4 possibilities for the company's plant.

The possibilities are: (1) Outright purchase of the plant, warehouse, and offices; (2) rental of the premises; (3) establishment of a joint enterprise; (4) appointment of the firm as general sales agents and use of the company's storage facilities under certain conditions.

The company is located in an industrial area with a railroad truck in front of its buildings and a canal in the rear giving access to seagoing vessels. The main building is about 178 by 160 by 52 ft. Two warehouses measure about 128 by 33 by 16 ft. and the other 177 by 52 by 22 ft. The unbuilt site covers an area of about 188,686 sq. ft.

A set of 3 photographs of the plant is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Direct inquiries to M. Boers & Zoon, N.V., 88 Distelweg, Amsterdam.

Germans Want To Make Instruments, Swim Wear; Hosiery Mill for Sale

THREE German firms have expressed an interest in contacting American firms for the purpose of negotiating mutually satisfactory business transactions.

● One firm desires to manufacture measuring instruments and control devices under license. It manufactures temperature indicators, humidity dispensers, motor valves, switchboards, signaling equipment, and drying equipment for the ceramic industry.

Write to Keller Spezialtechnik GmbH, Laggenbeck/Westfalen, W. Germany.

● Another firm wishes to sell its hosiery mill. Located a few miles from Frankfurt/Main, it produces about 30,000 dozen pairs of seamless stockings a month. About 100 persons are employed. The modern plant has 244 stocking machines, chiefly of Italian make. Products are chiefly sold on the domestic market with an annual volume of around $700,000.

Asking price for the plant is $875,000. Write to Mr. Jean Schaus, 125 Raimundstrasse, Frankfurt/Main, W. Germany.

● A manufacturer of knit goods for ladies and men, including outerwear; bathing, beach, and gym wear; and underwear, wants to conclude a licensing arrangement with a U.S. manufacturer of bathing wear, possibly on a mutual basis. The plant is equipped with modern machinery. At present it is fully utilized but expansion of its production facilities would be feasible.

Write to Herrn G. Stoeber, (personlich), Schliessfach 128, Bad Wildungen, W. Germany.

Moroccan Essential Oil Firm Seeks Capital or Purchaser

A dispatch from Morocco indicates the interest of a distiller of essential oils in either selling his active enterprise or obtaining additional capital for its expansion.

The plant, established in 1927, includes distillation equipment for aromatic plants and cedar, a hydrocarbon extraction plant, and an organization to gather and dry aromatic and medicinal plants and roots. Products are exported chiefly to Grasse.

A translation of the owner's letter outlining the project and a list of the existing equipment and buildings are available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Up to March 15, write to Mr. Edouard Pasquier at 12 Rue de la Pompe, Rennes (Ille-et-Vilaine), France. After that time his address will be 13 Rue de Pan, Meknès, Morocco.

Fine Wire Product License Wanted by Irish Company

An Irish firm is interested in extending its production of fine and very fine wire products used in the weaving, computer, electronic, or similar industries.

It would like to contact an established American company for participation in the project. A separate company would be formed in Ireland. Substantial cash free grants and other concessions are allowed by the Irish Government in promoting such enterprises, it is reported.

Write to J. J. O'Riordan, Director, Irish Wire Products, Ltd., Dock Rd., Limerick, Ireland.

Industrial Instrument License Asked in U.K.

An English firm wishes to be licensed by a U.S. firm for the manufacture in the United Kingdom of industrial instruments based on electrical or electronic principles, and controllers and actuators, including analytical instruments.

Manufacturing facilities of the firm comprise a design drawing office, research department, machine shops, instrument assembly, calibration and test department, and field service and commissioning department as described in a catalog. The catalog is available on loan from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Evershed & Viguoles, Ltd., Acton Lane Works, Acton Lane, Chiswick, London 4, England.

Ecuadoran Seeks Capital For Tire Retreading

A tire and automotive parts distributor seeks a U.S. partner to invest $100,000 in a tire-retreading operation for 60% equity. Sales volume is estimated at $300,000 yearly with earnings to 30%.

Write to Carlos Alberto Tamayo, Casa Nacional de Comercio, Pedro Carbo y Roca, Guayaquil, Ecuador.

WORLD TRADE INFORMATION SERVICE

The World Trade Information Service (WTIS), a series of reports on the countries of the world, is divided into three broad subject categories—economic, operational, and statistical. The reports contain a wealth of authoritative, basic, background information, essential for exporters, importers, and all concerned with world trade.

The service may be ordered by part, or individual country reports may be purchased. The prices are: Part 1, Economic Reports ($6 a year; $9.75 if mailed abroad); Part 2, Operations Reports ($6 a year; $11 if mailed abroad); Part 3, Statistical Reports ($6 a year; $8.50 if mailed abroad).

Subscriptions for the World Trade Information Service may be placed with U.S. Department of Commerce Field Offices or with the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Remittances should be made payable to the Superintendent of Documents. Individual reports may be purchased from the Department's Field Offices or the Superintendent of Documents.

The most recent WTIS reports are:

Economic Reports

(15 cents each)

Basic Data on the Economy of Angola. WTIS, part 1, No. 61-73. 20 pages. December 1961.

Establishing a Business in the Republic of Ireland. WTIS, part 1, No. 61-74. 15 pages. December 1961.

Federal Tax System of Argentina. WTIS, part 1, No. 61-76. 15 pages. December 1961.

Operations Reports

(10 cents each)

Pharmaceutical Regulations of Belgium. WTIS, part 2, No. 61-74. 4 pages. November 1961.

Living Conditions in Costa Rica. WTIS, part 2, No. 61-75. 10 pages. November 1961.

Food Regulations of Panama. WTIS, part 2, No. 61-77. 3 pages. November 1961.

Import Tariff System of Trinidad and Tobago. WTIS, part 2, No. 61-78. 2 pages. November 1961.

Living Conditions in the Federation of Malaya. WTIS, part 2, No. 61-79. 7 pages. November 1961.

Import Tariff System of Nepal. WTIS, part 2, No. 61-80. 2 pages. November 1961.

Import Tariff System of Indonesia. WTIS, part 2, No. 61-81. 2 pages. November 1961.

Import Tariff System of Argentina. WTIS, part 2, No. 61-82. 2 pages. November 1961.

Import Tariff System of Jamaica. WTIS, part 2, No. 61-83. 2 pages. November 1961.

Import Tariff System of Ecuador. WTIS, part 2, No. 61-84. 2 pages. November 1961.

Preparing Shipments to Norway. WTIS, part 2, No. 61-85. 5 pages. November 1961.

Living Conditions in Ireland. WTIS, part 2, No. 61-87. 6 pages. November 1961.

Licensing and Exchange Controls, Belgium-Luxembourg. WTIS, part 2, No. 61-89. 4 pages. November 1961.

Marking and Labeling Requirements of Canada. WTIS, part 2, No. 61-91. 13 pages. November 1961.

Marking and Labeling Requirements of Austria. WTIS, part 2, No. 61-92. 6 pages. December 1961.

Statistical Reports

(20 cents each)

Total Export and Import Trade of the United States, January-August 1961. WTIS, part 3, No. 61-36. 12 pages. November 1961.

Foreign Trade of Canada, 1959-60. WTIS, part 3, No. 61-37. 7 pages. November 1961.

Contribution of Imports to U.S. Raw Material Supplies, 1960, and Comparisons With 1956-59. WTIS, part 3, No. 61-38. 8 pages. November 1961.

Trade of the United States With Japan, 1956-60. WTIS, part 3, No. 61-39. 4 pages. November 1961.

Foreign Trade of Venezuela, 1959-60. WTIS, part 3, No. 61-40. 4 pages. December 1961.

Total Export and Import Trade of the United States, January-September 1961. WTIS, part 3, No. 61-42. 12 pages. December 1961.

United States Imports of Free and Dutiable Goods and Average Rates of Duty, 1960. WTIS, part 3, No. 61-43. 4 pages. December 1961.

United States Trade With Major World Areas, January-September 1961. WTIS, part 3, No. 61-44. 4 pages. December 1961.

new and Books Reports

A Statement of the Laws of Brazil in Matters Affecting Business. Pan American Union. Washington, D.C., 1961. 311 pp. $5.

Prepared by the General Legal Division of the Department of Legal Affairs, Pan American Union, this study provides information on the basic legislation in force in each Latin American republic. Particular emphasis is given to laws and regulations on commercial matters.

This third edition presents a summary of the pertinent constitutional, statutory, and regulatory provisions of the Federal Government in force on March 31, 1961, and in a few instances includes laws adopted after that date.

Commodity Trade Statistics: January-December 1960. A United Nations publication. New York, 1961. Part I, Imports, $1.25; Part II, Exports, $1.25.

Quarterly figures on world commodity trade by regions and countries of provenance and destination are presented in these two volumes prepared by the Statistical Office, Department of Economic and Social Affairs, United Nations.

Beginning with the data for the year 1960, commodity classification is, as far as possible, based on the 1960 revision of the United Nations Standard International Trade Classification.

Data are presented in total and in each of nine principal sections into which commodities are divided by the SITC, and also, in more detail, according to the 177 "groups" of the SITC.

International Trade 1960. Contracting Parties to the General Agreement on Tariffs and Trade (GATT). Geneva, 1961. 109 pp. $1.50.

This annual report of the Contracting Parties to the General Agreement on Tariffs and Trade is divided into three parts: The first part analyzes recent trends in international trade; the second deals with commodity trade; and the third examines the trade of areas and countries.

The publication, available in English or French, may be purchased in the United States from the International Documents Service, Columbia University Press, 2960 Broadway, New York 27, N.Y., Sales No. GATT/1961-4.

The Soviet Economy: An Introduction. By Alec Nove. Frederick A. Praeger. New York, 1961. 265 pp. $6.75.

This survey of structure and problems is concerned primarily with outlining those features of the Soviet economy that

(See Books, page 214)

Peru Industry Expands Under Promotion Law

LIMA.—The second anniversary of the promulgation of Peru's Industrial Promotion Law, November 30, was an occasion for favorable comment from all sectors of the Lima press and several business and professional groups.

In 1959, 5,508 industrial establishments were registered in Peru. In 1961, this figure had risen to 6,248, an increase of 740. Since 1959, a total of 834 million soles (US $31,108,000 at the current rate of exchange) in new capital has been invested or is committed for investment in the country's industries. Distribution of this investment is as follows:

Industry	*1960*	*1961*
	[in millions of U. S. dollars at current rate of exchange]	
Food products	2.424	5.222
Textiles	1.268	3.506
Machine manufacture	2.014	1.119
Chemicals	1.417	2.946
Basic metals	—	1.678
Others	0.671	—

The new industries established since promulgation of the Industrial Promotion Law have created 14,657 new jobs. A number of new industrial firms are now in the legal process of registering, representing a capital of 237 million soles (US$8,840,000). The law has gone far, according to observers, in helping Peru to industrialize and thus prepare the way for important social development programs.—U.S. Embassy.

FAO Agricultural Planning Conference To Open in Cairo

CAIRO.—An agreement was signed in Cairo on December 30 between the Food and Agriculture Organization (FAO) and the United Arab Republic (Egypt) for organization of a Regional Training Center on Agricultural Development Planning in Cairo between March 17 and April 12, 1962. The center is to acquaint participants with programing techniques and their application to agriculture with the other sectors of the economy.

All member countries of FAO in the Near East will be invited to send participants. These participants are to be drawn from those actively engaged in agricultural planning in their central planning organizations, ministries of agriculture, or other development agencies in their countries.—U.S. Embassy.

Iran's dried apricot exports in 1960-61 totaled only 3,700 tons, the Foreign Agriculture Service reports.

U.S.-West Berlin Trade Thrives, Prospects for Future Favorable

WEST BERLIN, despite its geographic position, carries on a multimillion-dollar trade with the United States. West Berlin's trade with the United States and with other Free World areas, is carried on across the hundred miles of Soviet Zone territory which separate it from the Federal Republic of Germany.

Trade between the United States and West Berlin has about doubled in both directions in the past 3 years. U.S. sales to the western part of the divided city totaled $18 million in 1960 and $10.5 million in the first half of 1961 alone. Berlin has consistently had an export surplus in its trade with the United States; its sales to this country amounted to $28.4 million in 1960 and $15.1 million in January-June 1961.

Prospects for the future growth of U.S.-West Berlin trade continue to be favorable.

The United States was Berlin's fourth largest supplier in 1958 and third largest in 1959, but dropped to fifth position in 1960 when imports from Great Britain rose by about 24% and those from Italy about 17%. Principal imports from the United States are foodstuffs, semiprocessed chemicals, machinery, raw metals, and electrotechnical products.

Tobacco Imports From U.S. Soar

The rise in imports from the United States has been largely accounted for by mounting imports of tobacco which increased 936% in the past 3 years, food of animal origin which rose about 132%, semiprocessed chemicals with a rise of about 245%, and machinery with an increase of about 140%. The growth of tobacco imports from the United States results primarily from a rapid transfer to Berlin of much of the West German cigarette industry. Food of animal origin is expected to find an ever-growing market, and Berlin dealers judge prospects favorably. The United States in the first 6 months of 1961 sold meat and poultry foods valued at over $3 million in West Berlin.

An upward trend in machinery, leather, skins, and furs also seems likely. During the first half of 1961 alone, imports of machinery reached 77 percent of their total for all of 1960, and imports of leather, skins, and furs were 29% above those of the preceding year.

Principal suppliers of the Berlin market are countries belonging to the European Common Market and the European Free Trade Association, with about 66%. The United States supplies 9%, and the Sino-Soviet bloc almost 9%.

A sharp increase in exports to the United States of crude metals and scrap, some 477%, characterized the past 3 years. This trade was encouraged by exemption from payment of the 4% turnover tax on shipments to foreign countries for goods manufactured in West Berlin, provided in the "Berlin Aid Law."

Exports of electrotechnical products rose by about 165% over the past 3 years. Shipments of other items, with a few minor exceptions, have fluctuated only moderately. For the most part the United States purchased from West Berlin raw metals and scrap, electrotechnical products, machinery (including office machines), optical and precision instruments, and pharmaceuticals.

U.S. Second Largest Customer

Western European countries are West Berlin's largest foreign customers. Europe's share of its total exports in the past 3 years ranged between 55 and 61%, while that of the United States ranged from 6.4 to 9.8%. However, the United States—after the Netherlands—was the second largest customer of West Berlin in the past year.

The United States is expected to maintain its position as one of the most important trading partners of West Berlin, and the January-June 1961 trading figures give rise to the hope that a higher growth rate of imports from the United States can be expected. Aside from foodstuffs and textiles, the present U.S. share of the consumer goods market is modest. With growing private consumption this field could offer the most favorable area for trade expansion.—U.S. Mission.

Soybean shipments through the Suez Canal dropped in November 1961 to 3,543 tons (130,000 bushels) from the October total of 10,370 metric tons, according to the Foreign Agricultural Service.

This was the smallest monthly tonnage since October 1960 and, with the exception of 1956 when the Canal was closed, the smallest November shipment since 1952, when no beans reportedly transited the Canal.

L.A. Draft Debt to U.S. Exporters Up Slightly

The outstanding draft indebtedness of Latin American importers to U.S. exporters increased slightly in December, the Federal Reserve Bank of New York has announced. The debts of these importers increased in 14 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $39.6 million in new drafts on Latin American importers in December; $39.4 million in drafts were paid by these importers. Accordingly, total drafts outstanding increased by $0.2 million to $230.9 million at the month's end, the highest amount since July 1953.

The outstanding draft indebtedness of importers in both Mexico and Venezuela rose by $1.4 million during December, bringing the totals for these countries to $20.2 million and $57.7 million, respectively. The new amount for Mexico is the highest ever reported for that country. The indebtedness of Brazilian importers decreased by $3.6 million to $20.7 million.

New drafts drawn on Argentine importers declined by $3.0 million to $3.3 million while drafts drawn on Peruvian importers decreased $1.3 million to $3.5 million.

Drafts paid by importers in Brazil increased by $1.9 million to $7.1 million, but payments by importers in Peru and Venezuela were lower by $1.1 million and $1.0 million, respectively.

The outstanding amount of letters of credit confirmed by reporting banks in favor of U.S. exporters was $147.1 million at the end of December, about the same as at the end of November. Decreases of $1.6 million for Mexico and $1.1 million for Venezuela and a rise of $1.3 million for Peru were reported.

The National Bank of Egypt has made public statistics on the number of owners of agricultural land in the country before the revolution and after application of the agrarian reform law of 1952.

The statistics place the number of such owners in 1952 at 2,801,000 in possession of 5,282,000 feddans (1 feddan= 1.038 acres), and in 1961 before the second agrarian reform law at 3,034,000 holding 6 million feddans. With implementation of the July 1961 agrarian reform law, the number of owners is scheduled to rise to 3,084,000 possessing 6 million feddans.—U.S. Embassy, Cairo.

South Africa Import Controls Questioned

The President of the Association of Chambers of Commerce of South Africa, at the group's 59th Annual Congress in Cape Town in November, cited the importance of foreign capital to South Africa's development as well as the benefits from increases in export earnings. He stated that South Africa must not discriminate against imports nor artificially divert production away from exports to the home market.

Other speakers expressed the opinion that present import restrictions should be eliminated. One speaker said that it now appears that the "restricted list" has gone beyond its original objective of protecting foreign currency reserves and is being used, not only to protect local industry, but to create so-called "import replacement industries."

A motion was passed calling on the Minister of Economic Affairs to avoid placing severe limits on imports such as wool textiles and knitting wools produced from raw materials that are vital South African exports. The Acting Director of Imports and Exports stated that the country could not afford to abandon the "restricted list," because it consisted of luxury goods and goods obtainable locally in reasonable quantity and quality.

Another motion requested the Government to refrain from imposing high customs tariffs on goods of types not manufactured in South Africa. This motion when passed included an amendment which acknowledged the Government's "function of encouraging development of South African industries by tariff protection."

One copy of the full report on the proceedings of this meeting may be obtained on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Investments . . .

(Continued from page 210)

306 Battery Boxes

C. C. Goodwill & Co., 22 McLeod Rd., Lahore, wishes to establish a manufacturing plant for hard rubber battery containers.

349 Fabricated Metal Products

M.F.M.A. Industries, Ltd., 22/23 Marriot Rd., Karachi, West Pakistan, wants to manufacture galvanized iron pipe and steam pipe in Chittagong; annual capacity, 6,000 tons.

360 Electrical Equipment

Desires to enlarge field of representation, particularly for **electrical equipment.** Albario Trading Co., Lahore.

372 Aircraft

Wants distribution rights for **light aircraft.** S. Zafar Ali, Modern Trading Co., Chafur Chambers, Victoria Rd., Karachi. WTD 2/28/61.

399 Misc. Manufacturing Industries

Engineering & Trading Corp. (Pak.), Ltd., 16 Writers Chambers, Dunolly Rd., Karachi 2. Has list of industries which they would like to establish. Interested in securing technical and financial assistance from U.S. investor.

Congo Publishes Statistical Data

LEOPOLDVILLE.—The *Conseil Monetaire* (Monetary Council) of the Republic of the Congo (Leopoldville) has begun to publish a statistical bulletin to appear on a monthly basis. The bulletin includes data on the central and commercial banks, the Congo's total monetary stock, balance of payments and its principal components, Government finances, import licenses issued, and tonnages transported internally.

Before June 1960, the monthly bulletin of the *Banque Centrale du Congo Belge et du Ruanda-Urundi* was one of the most valuable sources of statistical information on the Congo. With the advent of independence and subsequent disorders, the bulletin was discontinued and for the past 18 months there has been no regular source of financial and monetary data on the Republic of the Congo.

The *Bulletin Mensuel* (monthly bulletin), expected to be available by subscription, can be purchased for 100 francs (about $1.55) a copy from the Conseil Monetaire Bureau des Etudes, Boite Postale: 2697, Leopoldville, Republic of the Congo.—U.S. Embassy.

Books . . .

(Continued from page 212)

distinguish it from the economies of the Western nations.

The first part, Structure, is a description of the institutional arrangements—productive enterprise, planning and administrative organs, public finance, and structure of prices and wages. The second part, Problems, seeks to identify those elements in the system which give rise to various difficulties, to see which problems are of particular importance and how, in practice, means are devised and structure modified to cope with them.

The third part deals with Ideas and Concepts, and attempts to explain and interpret discussions engaging the attention of Soviet economists, notably on the theory of value and prices.

The author teaches at the London School of Economics.

Chile Sets Dual Exchange System, Restricts Imports

SANTIAGO.—After a suspension of all foreign exchange transactions for a period of over 2 weeks (December 27, 1961-January 14, 1962) Chile on January 15 placed in effect a dual exchange system and modified its trade control regulations.

The new exchange system provides two rates—the bankers' market or official rate of 1.053 escudos per US$1 and the brokers' market or free rate which ranged from 1.30 to 1.40 escudos per dollar during the first week of the dual system.

As they affect Chile's import trade, the new regulations specify that the official rate will be used to purchase exchange for payment for permitted imports. Exchange cover for permitted imports will not be approved until 90 days after the date of the bill of lading of the shipment. A prior cash import deposit now is required for all permitted imports in an amount equal to the additional surcharge (ranging from 1% to 200% c.i.f. value) applicable to the goods. This deposit is returned after the exchange is made available to cover payment for the importation.

Under the new control arrangement, imports into Chile are now limited to permitted imports and are subject to a customs duty, an import surcharge, an additional surcharge, and an advance deposit. Prohibited imports include many less essential and luxury products such as motor vehicles, liquors, tobacco products, many textiles and manufactures, many chemicals, many metal products, radios, phonographs, various food products, and numerous other items.

Special regulations covering trade with the free zone areas of Chile also have been issued.

A deteriorating balance of payments situation that reached a critical point in the latter weeks of 1961 brought about these substantial changes in Chile's trade and exchange controls. Chilean authorities hope that the recent measures will lessen further excessive drains on the country's foreign exchange resources.—U.S. Embassy.

Commerce Department publication, Licensing and Exchange Controls, Chile, World Trade Information Service report, part 2, No. 60-8, February 1960, should be revised to reflect the foregoing changes.

U.S. imports of red meat in January-October 1961 were 17% higher than a year earlier, according to the Foreign Agricultural Service.

Mexico Imposes Additional 10% Duty On Numerous Imported Products

AN additional 10% ad valorem import duty was established in Mexico by the Federal Revenue Law, effective January 1, 1962, on a wide variety of imported products.

Proceeds derived from the additional duty will provide a fund to promote exports of manufactured products. The fund is to be administered by the Ministry of Finance and Public Credit and the Bank of Mexico.

The listing that follows is not all inclusive. Moreover, not all articles of a particular type listed necessarily are subject to the additional 10% import duty. Affected are such items as:

Foodstuffs; wines and distilled alcoholic beverages, except whiskey; leaf tobacco, cigars, cigarettes, and smoking tobacco; celluloid sheets, tubes, and rods; buttons, toys, and unspecified manufactures of casein and synthetic plastics; plywood, veneer, and miscellaneous wood products; cork manufactures; certain paper and paper products; catalogs and periodicals; earthenware and porcelain products; precious and certain other jewelry; strong boxes and doors and combinations therefor; unspecified manufactures of iron and steel, copper, nickel, lead, tin, and zinc; padlocks; steel curtains; automatic toys and metal toys; certain hand tools; dry and wet cells; yarns and threads of animal fibers; cords; tire cord fabrics; fabrics of cotton, linen, wool, jute, plastics, and silk; lace; ribbons, galloons, and braids;

Wearing apparel of cotton, wool, artificial fibers, and silk; hosiery of cotton, wool, and artificial fibers; neckties and handkerchiefs of cotton and silk; household linens of cotton and artificial fibers; belts, suspenders, gloves, girdles, and brassieres of cotton, leather, and rubber; leather wallets, purses and handbags, and same of fabrics; flat glass; glass containers and mirrors; and beads, buttons, and unspecified manufactures of glass and crystal; electric toasters, stoves, irons, blanket heaters, fans, ventilators, vacuum cleaners, and refrigerators; portable refrigerators; passenger cars; house trailers; aircraft; row and sail boats; tires and tubes; motors for boats and boat parts; unspecified bicycle parts; motorcycle parts; lamps; wooden and metal furniture;

Eyeglass frames; still and motion picture cameras and projectors; negative and positive motion picture films; watch cases and watch bands; watch parts; musical instruments; phonographs, juke boxes, and recorders, and parts for same; records and phonograph needles; gymnasium equipment; sporting goods such as bats, rackets, gloves, helmets, skates, fishing rods and reels; billiard equipment; collections for teaching purposes; blackboards; pencils and erasers; stamp pads; manufactures of shell or mother-of-pearl; knives, forks, spoons, and kitchen utensils; cigarette lighters; umbrella frames; Christmas trees; arms operated by air or springs; gun parts; paintings; electric poles, towers, insulators, stays and crossarms, sockets and fuses; waterproof hats; and footwear of fabric and leather.

—Diario Oficial, December 30, 1961.

Norway Plans To Withdraw From Whaling Convention

OSLO.—The Norwegian Government will withdraw from the International Whaling Convention effective from July 1, 1962.

The Government declared that the notification of withdrawal would be canceled if Norway, Great Britain, the Netherlands, Japan, and the U.S.S.R. sign a quota distribution agreement before the end of June this year.—U.S. Embassy.

Chile Issues Import Rules for Free Ports

Tighter restrictions on foreign merchandise entering the free port of Arica and the free Provinces of Aysen, Chiloe, and Magallanes have been initiated in Chile through Law No. 14,824, effective January 11, 1962.

All goods on Chile's new list of prohibited imports will be allowed entry into Arica but will now be subject to full customs duties except the additional surtax (impuesto adicional) and exchange cover will be provided at the broker's market (free) rate. All commodities on Chile's permissible list of imports will be subject to a 25% duty levied on the c.i.f. value of the goods when entering Arica. Banker's market or official rate exchange will be used for these imports.

Imports entering Arica that are destined for use by the agricultural and mining industries for "installation, renovation, enlargement, and exploitation" purposes will remain free of all customs duties and taxes.

For the Provinces of Aysen, Chiloe, and Magallanes only certain prohibited-list commodities, mostly luxury goods, are subject to all customs duties, except the additional surtax (impuesto adicional). Automobiles and station wagons that are imported into these Provinces, with an f.o.b. value up to US$2,500, are subject to a single tax of 100% based on the f.o.b. value, while vehicles imported for public transit purposes, including automobiles to be used as taxis, will remain free of all customs duties and taxes. All other products will continue to be allowed free entry into these Provinces. —Diario Oficial, January 15, 1962.

Austria Lowers Duties 10% on Industry Items

VIENNA.—Most industrial exports to Austria will benefit from a voluntary 10% reduction in tariffs. This decrease in duties will remain in effect at least until June 30, 1962, according to an announcement by the Ministry of Finance. The purpose of the reduction is to increase imports and thereby relax inflationary pressures in the country.

Excepted from the reduction are agricultural products (Chapters 1 through 24 of the Tariff Schedule), a limited number of sensitive industrial products, and certain industrial items on which conventional concessions or other reductions are already in force.

The list of tariff schedule numbers for those products on which the 10% reduction applies is available for consultation in the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C. The list also was printed in the Austrian publication, Internationale Wirtschaft, December 22, 1961, page 2. A copy of this page may be ordered at a nominal cost from the Photoduplication Service, Library of Congress, Washington 25, D.C.—U.S. Embassy.

Libya Lifts Import Ban On Heavy-Duty Trucks

TRIPOLI.—The importation ban on heavy-duty trucks imposed in March 1961 was canceled by a Libyan Council of Ministers' decision early in December, according to the Tripoli press.

Although a decree lifting the restrictions has not yet been published imports are being permitted on a case-by-case basis. Import petitions for the time being must be submitted to the Ministry of Finance by the Libyan importer.

Petroleum company officials in Libya report that the country's rugged terrain has caused an abnormally high attrition of the 20- and 30-ton vehicles used in oil exploration. Although small- and medium-capacity trucks for transport of goods are still in glut, a growing shortage of heavy transport equipment among Libyan contractors is evident.—U.S. Embassy.

Pakistan Reduces Storage Charges on Afghan Goods

KARACHI.—The Karachi Port Trust has announced that the Government of Pakistan has approved the levying of a uniform demurrage rate of 15% of the wharfage fee on all Afghan transit goods held in the Karachi port area, regardless of where stored.

This concession applies only through the end of February.—U.S. Embassy.

France-Israel Trade Pact Renewed

TEL AVIV.—Negotiations between France and Israel for renewal of their trade agreement has led to the conclusion of a new accord effective January 1 through December 31, 1962.

Under the provisions of this new arrangement, Israel has obtained a more liberal treatment of its industrial exports into the French market. The French import ceiling on oranges was raised from 10,000 to 25,000 metric tons, but since last year's trade was held to 3,000 tons because of the high French duties, no significant expansion is expected.

The agreement is applicable in Metropolitan France, Algeria, the Malagasy Republic, Gabon, Chad, Republic of Congo (Brazzaville), Central African Republic, Dahomey, Upper Volta, Niger, and Cameroon. —U.S. Embassy.

Austria at 93% OECD Import Liberalization

VIENNA.—The Austrian Government has added a substantial number of items to its list of commodities which may be imported without quantitative restriction from countries in the Organization for Economic Cooperation and Development (OECD), including the United States, effective from January 1, 1962.

This action brings the level of OECD liberalization from 90% to 93%, according to the Austrian Trade Ministry, as promised by Trade Minister Bock at Geneva and earlier when he visited Washington.

Among the items included, which may be of interest to U.S. exporters, are frozen vegetables, puffed rice and corn flakes, vulcanized rubber slabs and strips, men's and boys' underwear (except cotton shirts), garden and agricultural shears, small outboard motors, cash registers, tape recorders and record players, gas meters, barometers, and an extensive group of organic and inorganic chemicals.

An advance copy of the list of newly liberalized items, in German, is available for consultation in the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C.—U.S. Embassy.

Togolese Business Tax Law Modified

LOME.—The Togolese National Assembly has voted to grant the Minister of Finance power to establish a ceiling on the administrative expenses incurred outside of Togo by businesses which can be considered as legitimate costs for tax purposes.

The measure, law No. 61-41, is an attempt to put an end to practices whereby some expatriate commercial firms have avoided full payment of Togolese taxes. The law affects all companies having operations in several countries and applies retroactively to all years not excluded by operations of the statute of limitation. The ceiling will be proportional to the volume of business transacted in Togo by each firm.

Enacted in the same bill was a retroactive 50% increase in taxes applicable to all firms which have not reinvested in Togo at least 10% of their profits over a 4-year period. Firms whose average profits did not exceed 1 million CFA francs (about US$4,000) are exempted.

This measure will not take effect until 1963 when payment for the 4 years ending December 31, 1962, will be due, so that companies will have 1 year in which to make the required investments.—U.S. Embassy.

Storting To Decide on EEC Membership for Norway

OSLO.—Among the major issues to be taken up by the new Storting, which opened in Oslo on January 8, will be whether Norway should apply for association or full membership in the European Economic Community (EEC). The other important matters to be acted upon are:

Amendment of the Constitution (paragraph 93) to enable Norway to participate more fully in international organizations and agreements;

Formulation of Norway's basic policy on aid to developing countries, a subject which has been under study for some time;

Revision of tax laws, not with the intent of changing the general level of taxation, but to remove certain hardships and inequities;

Consideration of proposals to shift certain services among the three levels of Government—national, county (fylke), and local (commune);

Plans to accelerate electrification of the railroads;

Various social, cultural, and youth problems.—U.S. Embassy.

Mozambique Consumption Tax Set on Luxury Goods

SALISBURY.—Mozambique, for the first time, has made certain luxury commodities subject to consumption taxes. In the application of the new taxes, with the exception of wine and liquor, no distinction is made between domestic and imported goods. Imported products, however, will continue to be subject to the regular import duties.

Among the more adversely affected items are automobiles; a consumption tax of up to 50% of their c.i.f. value now must be paid. As a result, the more expensive U.S. automobiles will face very strong competition from the cheaper foreign models.

The new consumption taxes, which went into effect on December 13, 1961, are divided into five groups. These are:

Group A.—10% to 50% on the c.i.f. value of all cars: 10% on cars valued up to $1,378 (40,000 escudos); 20% on cars between $1,378 (40,001) and $2,067 (60,000); 30% on cars between $2,067 (60,001) and $2,756 (80,000); 50% on all cars above $2,756 (80,000). The tax will have to be itemized in the sales invoice separately from the retail price.

Motorcycles and bicycles are taxed a flat 10% based on c.i.f. value.

Group B.—A tax of $0.0175 and $0.035 respectively per liter of regular and premium gasoline, when retailed at a gas station.

Group C.—A tax on foreign and on Portuguese eau-de-vie brandy and alcoholic beverages other than wine of $0.70 and $0.0875 respectively. A tax on foreign and on Portuguese wines of $0.14 and $0.175 respectively.

Group D.—A tax of $0.0175 per bottle on soft drinks, whether imported or bottled locally.

Group E.—A tax of 20% (c.i.f. if imported or cost price ex-factory if produced in Mozambique) on:

Cinema equipment, spare parts and accessories; film cameras, spare parts and accessories; air conditioners for household use, spare parts and accessories; notions; toys and games; ceramic figures, such as dolls, statuettes, and animals; records or other sound recording medium, except those used for teaching languages; fireworks; gramophones, electric or mechanical phonograph recorders of correspondence, record players, electric diaphrams and spare parts thereof; ladies' handbags and similar gadgets with or without toilet equipment and/or sets;

Photographic equipment (cameras, photo-enlargers or reducers), spare parts and accessories; perfumery and toilet goods, except talcum powder; watches for personal use (wrist, pocket, etc.), tools and spare parts; glass beads or bead collars, except notions; raw films or tapes for photography or cinematography; jewelry of precious or semi precious metals, except silverware and filigree, with or without pearls; natural pearls, loose or otherwise; natural gems.

The "manufacture-consumption" taxes on domestic and imported manufactured beer also has been increased.—U.S. Consulate General.

Norway Duty Changes Affect Wood, Coffee, Other Items

OSLO.—Norway has instituted several minor changes in its customs tariff, most of which are designed to improve the competitive position of Norwegian industries.

Duties were abolished on aluminum paste, hemp and jute yarn, and roughly trimmed wood for use in the manufacturing of furniture, effective January 1, 1962. At the same time, the duty on roasted coffee was increased to 2 crowns (the previous rate was 1 crown per kilogram) and some small changes were made in the duties on toys and certain types of glassware (1 Norwegian crown =US$0.141).

The Customs Department may allow raw or roasted coffee to be imported free of duty or at a reduced duty.—U.S. Embassy.

Potential Investors Warned On Former Trujillo Securities

The Embassy of the Dominican Republic in Washington has issued a warning to all prospective investors in the Dominican Republic not to purchase or otherwise deal in the stocks and bonds of the sequestered former Trujillo companies without the prior approval of the Dominican Government's Office of Administration, Control, and Recovery of Property.

Security dealings without such approval may face legal difficulties as all former Trujillo assets in general were confiscated by law No. 5785 of January 4, 1962, and a number of firms in many important fields of industry, commerce, and finance have been specifically ordered under government control (FCW, Dec. 18, 1961, pp. 42 and 43; Dec. 25, 1961, p. 1; and Jan. 15, 1962, p. 95).

The Embassy has furnished the following list of 56 companies which are now intervened:

Altgracia Julia; Atlas Commercial Co.; Bananera Dona Antonia; Caribbean Motors Co.; Caribbean Medical Supply; Compania Anonima Tabacalera; Concretera Dominicana; Compania Dominicana de Hormigon Asfaltico Caliente; Compania Inmobiliaria Francisco Martinez Alba; Compania San Rafael; Compania Distribuidora; Compania de Construcciones Ozama; Comisiones en General; Comerciale Inmobiliaria; Chocolatera Industrial; Diario la Nacion; Dominican Motors Co.;

Editora Handicap; Equipo de Contruccion; Fabrica Dominicana de Cemento; Fabrica de Calzadas la Fa-Doc; Fabrica de Ropas y Tejidos; Fabrica de Baterias Dominicanas; Fabrica Dominicana de Discos; Ferreteria Read; Ferreteria el Marino; Fomento Industrial, Mercantil y Agricola (FIMACA); Hacienda Maralba; Haras Rhadames; Importadora y Distribuidora; Industrias de Asbesto-Cemento; Industrial Dominico-Suiza; Industria Nacional del Papel; Industria Licorera la Altagracia; Industrializacion de Frutos Dominicanos;

Industria Nacional de Alcoholes; Industria Nigua; Inversiones Urbanas; Marta Commercial Corp.; Mariam Commercial Corp.; Mar-Mol Commercial Corp.; Marmoleria Nacional; Mezcla Lista; Molinos Dominicanos; Nacional de Construcciones (NACO); Negocios e Industrias; Pan American Investment Corp.; Pinturas Dominicanas; Planta de Recauchado; Quisqueya Motors Co.; Radio HIN; Sociedad Industrial Dominicana; Teneria FA-2; Ultramar Dominicana; Venturosa Comercial, S.A.; Productos Asfalticos Dominicanos.

Virginia Leaf Tobacco Still Impounded in Philippines

MANILA.—The controversy over the Custom Bureau's impounding of approximately 7,000 hogsheads of burley and Virginia leaf tobacco has reached President Macapagal of the Philippines. Instructions were given by the President on December 31, 1961, not to release the impounded tobacco until the new administration could adopt a policy on the matter. Early in January, the acting Finance Minister ordered seizure proceedings against an additional 1,003 hogshead of Virginia tobacco which had just arrived from the United States.

The roots of the controversy go back to July 29, 1961, when the former President and his cabinet approved importation of 4.5 million kilograms of American Virginia leaf tobacco. Following this announcement a suit to block such importation was filed with the Manila Court of First Instance by local tobacco growers and an injunction was granted.

On December 18, 1961, the latest of a series of court injunctions was removed, yet Philippine customs still refused to release the tobacco. This set the stage for President Macapagal's direct intervention.

The U.S. Embassy continues to be in touch with appropriate Philippine authorities, seeking a solution to the problem. If all factions involved in this dispute are not reasonably satisfied, there is danger of long litigation and resulting deterioration of the leaf would cause heavy financial losses to the tobacco importers, the manufacturers, and possibly to U.S. shippers.

One immediate effect of the delay is that importers presumably will have to pay a rate of duty of 75% of the normal duty rate, an increase of 25% over the duty assessed in 1961. (Under the United States-Philippine Trade Agreement duties assessed on imports of U.S. goods rose from 50% to 75% of the normal duty rate as of Jan. 1, 1962.)—U.S. Embassy.

Trademark Registration Law Enacted by Kuwait

Kuwait has recently enacted Law No. 2 of 1961 providing for the registration of trademarks.

Trademark applications must be submitted to the Office of Trademark Control, Department of Finance and Economy, Kuwait, on the form prepared for that purpose.

The registration of trademarks regulations now in force in Kuwait, according to the Kuwait Trademark Control Office, do not require an applicant for the registration of a trademark to satisfy any particular conditions. Any person who owns a trademark or is the agent of one, may, if he holds a power of attorney, special or general, apply for its registration.

The documents required for the registration of a trademark are:

- 12 facsimiles of the mark;
- A cliche of the mark (of the same size as the mark);
- Special or general power of attorney with a translation thereof into Arabic duly certified to be correct by the authorities concerned at the place of the registered office of the company as well as by the Notary Public for Kuwait;
- A formal certificate, properly certified, that the company applying for the registration of the mark is the owner of that mark together with a translation thereof into Arabic, duly certified by the Notary Public for Kuwait.

The Kuwait Trademark Control Office has special forms, but these should be filled in and signed by the owner or his agent in their presence.

The complete text of the trademark law, the regulations promulgated thereunder, and a list of firms practicing as agents for applicants for the registration of trademarks may be obtained on loan from the Office of International Investment, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or through any of the Department's Field Offices.

ECSC Accepts Belgian Coal Trade Restrictions

In view of the European Coal and Steel Community's program for rationalizing the Belgian coal industry, the High Authority of the ECSC has decided to approve the extension of Belgian restrictions on coal imports and exports.

The principal difference between this decision and the one issued in 1961 is that Belgian coal import quotas from Community countries have been raised 4% above the 1961 level and import quotas from third countries increased by 3.3%. Belgian coal export quotas for 1962, however, remain at the level initially set for 1961, although this level was raised during the course of last year.

Although the ECSC import quota from third countries has been increased from 620,000 to 640,000 metric tons, there is no indication or requirement that Belgium will import from these sources the total permissible amounts. Coal imported from third countries for coke processing in Belgium and then reexported is not restricted, however, under the current High Authority decision. U.S. coal, therefore, may continue to be processed in Belgium for the account of Luxembourg and Scandinavian clients.

Italy Frees All Capital Movements by Nonresidents

ROME.—Italy's Minister of Foreign Trade has announced complete liberalization of capital movements by nonresidents and unification of the foreign exchange market through the practical abolition of capital accounts.

The new measure, effective January 2, 1962, includes these provisions: Banknote accounts of Italian banks are abolished as separate accounts and merged with foreign accounts (gestione cambi) which now will include both ordinary foreign accounts and foreign banknotes; banks are authorized to combine their banknote accounts with ordinary foreign accounts with foreign correspondents; foreign exchange for travel and authorized foreign investment henceforth will be drawn from ordinary foreign accounts.

Thus, this important measure unifies the foreign exchange markets in Italy and simplifies the operation of nonresident accounts. Such accounts previously were classified into "foreign accounts" and "capital accounts." Foreign accounts were credited or debited mainly as the result of trade transactions and certain capital transfers under the Italian foreign investment laws, while capital accounts recorded practically all nontrade transactions.

Lire credited to foreign accounts were freely convertible into foreign exchange at the official rate, while capital account lire were convertible in the official banknote market (gestione biglietti), which fluctuated more than the official foreign exchange market.

The new measure means that nonresidents henceforth will be able to use all their capital account assets for normal commercial transactions. Such assets will be convertible at the official rate of exchange.—U.S. Embassy.

Credit in Norway To Remain Tight

OSLO.—The Bank of Norway and the Ministry of Finance have concluded an agreement with the private credit institutions to continue limitations on private credit expansion in 1962.

Following the negotiations the Bank of Norway issued a directive with these provisions:

- The private commercial banks should not increase their outstanding loans by more than 500 million crowns (1 Norwegian crown=US$0.141) during 1962 and should not let their investments in Government or Government-guaranteed bonds go below the end-of-1961 level;
- The savings banks should not raise their outstanding loans by more than 8% during the year but should increase their investments in Government or Government-guaranteed bonds by 25% of the rise in their deposits;
- The life insurance companies should invest 100 million crowns in new Government issues and increase their holdings of Government or Government-guaranteed bonds by an equal amount;
- Personal loans and loans for installment buying should be restricted in 1962.

—U.S. Embassy.

Morocco Sharply Increases Textile, Clothing Duties

RABAT.—New customs duties for textiles, knitted goods, and clothing were instituted by Moroccan customs authorities effective January 8, 1962.

No published lists of the new tariff are as yet available. However, according to the Moroccan press, the following are the new rates of the principal commodities involved, with old rates in parentheses:

Silk fabrics, 60% (35%); woolen fabrics, 45% (55%); cotton fabrics, unbleached, shrunk, or bleached, 40% (25%); synthetic fabrics, unbleached, shrunk, or bleached, 45% (25%); synthetic fabrics, (gabardine), 50% (25%); knitted goods, 60% for almost all categories; clothing, 60% (32.5%–40%); cotton blankets, 50% (30%); woolen blankets, 60% (30%–35%); and used clothing, 228.-725% (42.10%).

The sharp rises in duty rates have caused concern among Moroccan trade circles and protests have been made against the new measures from these sources to the Government of Morocco. Special concern is felt about the impact of the new duty on the import of used clothing.—U.S. Embassy.

U.S. wool imports during January-October 1961 were up 8% over imports in the like period of 1960, according to the Foreign Agricultural Service.

Power Facility Expansion Scheduled in Argentina

Electric power facilities in and around the Argentine cities of Santa Fe and Rosario will be improved and expanded.

The Inter-American Development Bank has announced approval of a loan of $10.8 million to help finance the program.

Borrower is Agua y Energia Eléctrica, a governmental enterprise. It has embarked on a program to improve facilities of its Sistema Eléctrico del Litoral, which runs northwest from Buenos Aires to Santa Fe along the west bank of the Paraná River.

It will expand its generating plants at Rosario and Santa Fe and link the system to the powerplants in the greater Buenos Aires area. The completion of several power projects in Buenos Aires will release part of the power output of the San Nicholas plant for use in the Rosario-Santa Fe area.

The program provides for an increase in generating capacity of the system from its current effective capacity of 376,000 kilowatts to 470,000 kilowatts by 1965. The program also calls for the expansion and improvement of transmission, transformer, and distribution facilities.

Total cost of the program is the equivalent of $40 million. The Bank loan will finance part of the construction activities in the Rosario sub-system, the cost of which is estimated at $14,953,000.

It will be used for expansion of the boiler capacity in the Sorrento powerplant (Rosario) to provide 35,000 kilowatts of additional power, installation of high tension lines between the San Nicolas and Sorrento power stations, and improvement and expansion of the primary distribution facilities of Rosario.

The shortage of electric power is one of the principal obstacles to the development of the Argentine economy. It has impeded the growth of new industries and has interfered with the operation of existing ones in the Rosario area.

Up to $8 million will be extended in dollars or other member currencies and up to 232,400,000 in Argentine pesos (the equivalent of $2.8 million). The borrower shall use at least $2.2 million of the dollar portion to cover direct expenses abroad and up to $3 million to cover the import content of local purchases.

CURACAO.—The Venezuelan airline VIASA now provides a roundtrip weekly flight from Curacao to Bogotá as part of its regular Rome-Lima service.—U.S. Consulate General.

Construction of 3 Highway Tunnels Considered by Italian Authorities

MILAN.—Two projects for construction of highway tunnels through the central Alps in the Province of Sondrio are under consideration by provincial and national authorities.

These concern the building of tunnels under Spluga Pass (between Italy and Switzerland) and Stelvio Pass (connecting Sondrio to the Alto Adige).

The possibility of construction of a third tunnel, under Simplon Pass, is also being discussed locally. It would have potential economic importance to the Milan area.

Spluga Project

The Spluga project is for construction of a tunnel from Soste di Isolato, in the Province of Sondrio, under Spluga Pass to Splügen in Switzerland.

The tunnel would be 9,200 meters long and about 9 meters wide (1 meter= 39.37 in.), and would include space for emergency parking at 1,500-meter intervals on the sides of the roadway.

Construction costs are estimated at 9.2 billion lire (about $15 million), including ventilation equipment.

An additional 1.8 billion lire (roughly $3 million) would have to be spent for construction of two access roads, one at either end of the tunnel, with a combined length of 11.5 kilometers.

The project under consideration has a specified total cost of 12 billion lire (almost $20 million), including a contingency fund of 1 billion lire. It is projected as a toll road.

On the basis of the estimated traffic, the construction costs could be amortized in 10 to 15 years.

If present plans are approved, the Spluga project would be financed principally by private Italian groups.

The Cassa di Risparmio delle Province Lombarde of Milan, and the Banco Lariano and Banca Popolare of Lecco have publicly expressed their desire for direct participation in the Societa per il Traforo della Spluga, which was established late in 1958 for supervision and financing construction of the tunnel.

However, this project is reportedly meeting opposition from Swiss authorities. They feel it would largely duplicate the facilities of the San Bernardino tunnel, located some 15 kilometers (almost 10 miles) to the west, which will serve the same main traffic routes: Milan-Zurich-Basel-Paris and Milan-Munich-Nuremburg.

The Italian authorities, and particularly the president and chief engineer of the Province of Como, believe both tunnels are needed because the San Bernardino route will add additional traffic to the already overcrowded highway facilities between the Lakes of Como and Maggiore, whereas the Spluga route would feed into the less-traveled roads to the east of Lake Como.

Stelvio Project

The Stelvio project would require construction of a tunnel between 5,800 and 8,250 meters in length (depending on which of three projected routes is chosen) between the Valtellina Valley in the Province of Sondrio and the Alto Adige in the Province of Bolzano. The roadway would be 10.5 meters wide.

Construction costs have been estimated by the Italian Highway Federation at 8.5 billion lire (about $14 million) including ventilation, lighting, and about 10 kilometers of access road.

Backers of the project estimate that the completed project, operated as a toll road, would pay for itself in 20 years.

Proponents of the Stelvio tunnel point out that it would improve communications within the country (by providing an all-weather highway route between the Alto Adige and Sondrio) and provide a highway link between Lombardy, Austria, and southern Germany via the new Brenner Highway, across Brenner Pass.

The Stelvio tunnel, they say, would not only facilitate trade between the Genoa-Turin-Milan industrial triangle and the countries north of the Brenner Pass (by reducing the length of the highway route between Milan and Munich by 81 kilometers) but would also facilitate future development of trade between Italy and Iron Curtain countries.

Green Light Expected Soon

Proponent of both the Spluga and Stelvio tunnel projects believe decisions favorable to construction may be expected soon. The organizing committee of the Spluga project is optimistic about approval because construction work would be financed principally by private interests, possibly with participation by Swiss banks and agencies as well.

Although Swiss authorities are now engaged in constructing the San Bernardino tunnel, representatives of the Cantons of Grisons and Ticino re-

(Seen Tunnels, 226)

Hamburg Given Authority To Expand Port Facilities

HAMBURG.—The Hamburg Buergerschaft (State Parliament) recently gave this city authority to secure land, by expropriation if necessary, for future harbor expansion.

The measure calls for implementation of the expansion in three stages:

By 450 hectares (one hectare=2.471 acres) within the next 5 to 6 years; by an additional 1,170 hectares in an undetermined period thereafter; and by a final addition of 310 hectares.

About 6,000 inhabitants are likely to be affected by the port's spread to land they now occupy.

Hamburg, in seeking to retain its position as a world port, has considered three major factors in planning the harbor expansion:

The need to accommodate larger ships, which require expanded approaches and deeper basins with appropriate quay facilities.

The need to adapt facilities to increasing turnovers in bulk cargo.

The requirement of additional land for industrial uses adjacent to water capable of receiving sea-going vessels.

Trend Toward Larger Vessels

The growth of sea traffic since World War II is reflected primarily in increased shipments of bulk cargo, especially petroleum and ore. At the same time, industrial expansion and rising standards of living in Western European countries have created more demand for raw materials and foodstuffs and provided more exports of industrial goods, thereby increasing general cargo turnovers.

The heavier traffic in bulk cargo in turn has produced a trend toward larger vessels. By the same token, however, the number of ports capable of receiving such vessels for the discharging and loading of cargo is diminishing.

Highlights of the State Parliament bill are as follows:

The precise areas of Hamburg to be used for expansion are cited.

Building activities in these areas are to be curtailed.

The use of Elbe tributaries for transportation in these areas may be restricted.

The city has the right to expropriate certain land, for which it must offer compensation in money or other land.

Appeals against expropriation can be brought before the courts within a specified period.—U.S. Consulate General.

Euratom Contracts Signed For Two Italian Reactors

Research and development contracts totaling $11 million for Euratom participation in two Italian nuclear power reactors have been signed at Brussels.

The SENN nuclear plant, a 150-megawatt, boiling water reactor (BWR) to be supplied by International General Electric, will benefit by Euratom contracts totaling $7 million.

This includes $4 million for the manufacture of fuel elements and $3 million to cover supplementary costs of operation during an initial period.

The SIMEA plant, a 200-megawatt Calder Hall type reactor to be supplied by the British NPPC group, will receive up to $4 million under contracts with Euratom.

Two Chilean Water Systems To Be Improved, Expanded

The Government of Chile plans to expand the water supply systems of the twin cities of Concepción and Talcahuano.

Two Inter-American Development Bank loans totaling $3,520,000, for use by the Dirección de Obras Sanitarias, will help finance the project.

The twin cities constitute an important urban center in one of the most highly industrialized regions of the country.

The population, currently 205,000 inhabitants, is expected to reach 350,000 by 1982.

Current water supply service is extremely poor due to defects in the distribution system, poor conditions of the piping, and frequent interruption in service due to failure of the sources and trunk lines.

It is estimated that only 92,000 of the 140,000 inhabitants of Concepción are supplied with water. In Talcahuano, only 38,000 out of 650,000 inhabitants have such service available. Those lacking water are generally low-income members of the working class.

No industrial plant connections have been made for several years since preference has been given to domestic water service. This has compelled industries that have settled in the city to seek their own sources of supply.

The two loans will be used for the construction of filtration plants, pumping plants in Concepción and Talcahuano, and large diameter water lines in Talcahuano.

Expansion of its roll-on, roll-off operations to the islands of Guadeloupe, Martinique, and St. Martin by late this year reportedly is planned by the Inter-Island Shipping Corp., which now moves 35-foot Sea-Land vans and other containers to the Virgin Islands twice weekly.

Power Line To Link Norway and Sweden

GOTEBORG.—Preparatory work has begun on a 380,000-volt power transmission line between Hassle in Norway and Borgvik in Sweden.

The power line will have a length of 100 kilometers and will be ready on July 1, 1963, at the latest. On that date an extensive coordination of the Swedish and Norwegian power distribution nets will be carried through.

Norway will be responsible for 38 kilometers of the power line at a cost of approximately 15.6 million Norwegian kroner (1 Norwegian kroner=$0.140), including a power station building. Sweden's part will cost about 10 million Swedish kroner (1 Swedish kroner=$0.193).

Concerning this power line the plan for a completely developed power distribution net between Sweden and Norway has reached its final stage.

The project was started in January 1960 when the Stockholm and Nea (Norway) nets were connected. In November 1960 another connection was made at Narvik.

Two More Lines Planned

In the northern region two additional Swedish-Norwegian power lines are planned which will be put into use on July 1, 1963.

So far, only a comparatively small amount of power has passed over the Swedish-Norwegian border.

During 1960, Sweden exported to Norway 200 million kilowatt hours, and Norway's deliveries to Sweden amounted to 25 million kilowatt hours. In comparison, the total yearly consumption of electric power in Scandinavia and Finland amounts to 100 billion kilowatt hours.

For the future exchange, there are already agreements for deliveries which are estimated to reach 1 billion kilowatt hours a year.—U.S. Consulate General.

COURTESY THE PENTON PUBLISHING CO. (MANAGEMENT REVIEW)

Promotion of U.S. Exports Scheduled at Utrecht Fair

U.S. firms interested in the Netherlands market are invited to submit catalog sheets and other materials for use by American Foreign Service personnel in developing business contacts at the Utrecht International Spring Fair, to be held at Utrecht, the Netherlands, March 12-20.

The U.S. Embassy in The Hague, in cooperation with the U.S. Consulates General at Amsterdam and Rotterdam, will operate a well staffed Trade Information Center (TIC) near the entrance of the principal fair grounds in the newly completed Juliana Hall.

The Utrecht Spring Fair is the major annual trade fair held in the Netherlands. It deals with most categories of industrial and consumer goods, except for foodstuffs and automobiles. It is designed as a meeting ground for businessmen rather than for the general public.

The Fair should provide an excellent opportunity to reach the important Dutch market. The Netherlands is one of the largest importers of U.S. goods in the European continent; about 11% of all Netherlands imports come from the United States.

Working in and from the U.S. Trade Information Center, Foreign Service personnel expect to contact a substantial proportion of buyers attending the Utrecht Fair. They therefore will welcome submission by U.S. firms of information concerning the types of business contacts they desire in the Netherlands.

Interested firms are requested to submit the following information, in quadruplicate, directly to the U.S. Embassy, The Hague, Netherlands: Catalog sheets and sales literature; prices f.o.b. ocean steamer U.S. ports; type of business arrangement desired (import-distributor, agent); terms and conditions and delivery time; background information on U.S. firm, including, if possible, names of well-known customers in U.S.; where appropriate, full statement of all uses and unique characteristics of product; where known to be a problem, ability of company to adapt product (e.g., electrical appliance) to European requirements.

Samples and models may be sent directly to the Commercial Attaché U.S. Embassy, The Hague, the Netherlands, if they do not exceed 10 pounds in weight, do not involve unusual bulk or dimensions, and do not have a value in excess of $10.

Such samples will be shown to interested business contacts but cannot be put on display. While the Embassy will en-

(See Promotion, page 224)

U.S. Food Industry To Be Featured At Osaka International Trade Fair

A comprehensive U.S. exhibition dealing with food, its contribution to American life, and its potential contribution to Japan's efforts to achieve higher living standards, will be presented at the Osaka International Trade Fair April 5-25.

The exhibit, presented by the Commerce Department's Office of International Trade Fairs (OITF) in cooperation with U.S. industry, will feature U.S.-made food processing and packaging machinery.

Occupying a newly designed demountable exhibition building with about 30,000 square feet of interior and exterior display space, the exhibit will have as its theme, "Modern Food Processing for Better Living."

Animated exhibits will show U.S.-made machinery performing a variety of food processing and packaging tasks.

Fairgoers will see, among other things, a working model of a small soft drink bottling plant; a citrus juice extractor; a pretzel-tying machine; equipment which produces "foam" for insulating freezers and refrigerators; a machine which makes plastic bags; machines which make soft ice cream from reconstituted milk; and devices which mix dough and shape it into buns for baking.

Because of the high sales potential of the Japanese market for U.S. exporters, American exhibitors at Osaka are being asked to pay shipping and installations costs, to pay salaries for demonstrators manning their booths, and to contribute towards the U.S. pavilion's cost per-square-foot basis.

This procedure differs from that followed at most U.S. exhibitions, where the U.S. Government bears most of these costs.

The central theme area in the U.S. pavilion at Osaka will emphasize the efficiency of American farming methods through graphic examples of steady price decreases and quality improvement of chicken, long a Japanese luxury food.

The theme area also will point up the nutritional benefits which stem from the varied balanced diets available to Americans, and the wage benefits which have accrued to U.S. farmers, packinghouse workers, truck drivers, and other specialists.

Because of the high interest of Japanese traders in U.S. products, the OITF exhibition will be open on some days to businessmen only. Total attendance, however, is expected to exceed 1 million fairgoers.

Trade Information Center Planned at Vienna Exhibit

The U.S. Embassy in Vienna, Austria, will operate a Trade Information Center (TIC) at the 1962 Vienna Spring Fair, March 11-18.

This will offer an excellent opportunity for U.S. manufacturers and exporters to establish or expand sales of their products in Austria and Western Europe. U.S. firms desiring to market in Austria should furnish the Embassy with complete details, including type of arrangement desired.

U.S. exhibitors and business visitors should register at the Center so inquiries directed there may be channeled to appropriate parties.

Publishers of trade journals are requested to send the Embassy as many copies of their publications as possible for use in the Center. Trade publications exhibited through the TIC facilities will stimulate interest in U.S. goods advertised there, as well as in the publications themselves.

U.S. firms wishing to establish or expand their markets in Austria are invited to send multiple copies of their lists and house organs. The material will be exhibited, and distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent to the Embassy as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For use at the Vienna Spring Fair TIC."

Industry News *from* BRITAIN

Automobile Production Down

Based on 11-month totals, the 1961 production of passenger cars in the United Kingdom is expected to be somewhat below 1 million units, a decline from 1960 levels. Passenger car exports were down sharply although some improvement was noted at the year's end. Domestic sales were held down by the credit squeeze and the 10% surtax introduced by the Government in July.

Production in the motor industry is expected to pick up by about 15% in 1962, trade sources report. Firms are expected to deliver 9% more vehicles to the domestic market and 22% more oversea markets, for a total increase in output of about 15%. The normal seasonal upswing in this industry is generally felt in February when manufacturers begin replenishing export pipelines. An encouraging demand for sports cars, especially from the United States, and for some new models—Vauxhall Victor, Hillmans and Jaguars—is reported.

As for domestic sales, the new requirement for inspection testing of cars over 7 years old is expected to increase the demand for new models. Some older models could not meet the inspection requirements without expensive overhaul.

Shipyards Report Good Business

Britain's shipbuilding industry, long in the doldrums, reported encouraging news, particularly for the latter half of 1961. The inflow of new business for the year will amount to about 800,000 gross tons, nearly 30% above 1960.

Foreign orders were especially strong in the closing months of the year. A Norwegian shipping firm, for example, has placed an order with the Furness Shipbuilding Co. for a 53,500 DWT bulk carrier, valued at about £2.75 million. This ship, said to be one of the largest bulk carriers so far ordered in the world, will be delivered in June 1963.

Steel Production Declines

Steel production in the United Kingdom in 1961 amounted to about 22 million tons, a decline of 9% from the previous year's level. The Iron and Steel Board is doubtful that 1962 steel production will rise above the 1961 level.

The fall in steel output is attributed to the credit squeeze instituted in mid-1961 and its subsequent dampening effect on the economy. Heavy withdrawals from inventory stocks were also noticeable in the second half of the year. The slump in automobile production was another important factor.

The export of steel presented a brighter picture. Total exports in 1961 amounted to 4,200,000 ingot tons, compared with 4,080,000 ingot tons in 1960. The Iron and Steel Board regards the outlook for exports in 1962 as uncertain, however, and believes that with increasingly sharp competition on world markets, it may be difficult for the United Kingdom to repeat its 1961 performance.

Machine Tool Census Made

A comprehensive census of machine tools in Britain by *Metalworking Production* (McGraw-Hill) shows that of 1,234,000 machine tools in use, 59.2% are over 10 years old. Other findings in the study: (1) Compared with the United States, Britain has about the same proportion of newer machines under 10 years old but a much higher proportion of machines more than 20 years old, (2) the United Kingdom depends on foreign sources for only 11% of requirements by quantity, (3) tools in the United Kingdom are somewhat older than those in competitive European countries.

The survey was based on a questionnaire sent to over 15,000 establishments. Details were asked on machines in each of 169 different classifications.—U.S. Embassy, London.

Japan Increases Allocation For Passenger Car Imports

TOKYO.—The Ministry of International Trade and Industry (MITI) recently announced that $5,600,000 has been allocated for the importation of 2,466 foreign-made passenger cars in Japanese fiscal year (JFY) 1961 (fiscal year ending March 1962). The sum allocated is somewhat more than double the $2,218,000, including 3% for spare parts, made available in JFY 1960.

Of this allocation, the U.S. share is 1,080 passengers cars with a value of $3,039,000.—U.S. Embassy.

Toys Attract Customers At London Trade Center

An American toy exhibit at the London Trade Center has attracted record crowds and stirred brisk interest in the design and quality of U.S. products.

Setting a fast pace for the 1962 series of displays, the toy exhibition, open from January 22 to February 7, is giving U.S. business participants valuable contacts with United Kingdom markets.

Impressed by the exhibits, several U.K. businessmen submitted moderately large orders and promised more.

Of particular interest to the Trade Center visitors was the display of hobbycrafts. Their design, quality and only marginal price disadvantage met with favorable reactions.

On the other hand, there was pessimism over the sale potential for electric trains, dolls, and some metal toys, although they might find some sales possibilities in specialized shops based on originality.

Pre-show advertising through many news media was credited with sparking the excellent attendance. The visitors expressed pleasure that most exhibits were attended by U.S. or U.K. representatives and found the trade literature of the participants to be very useful.

Later London Trade Center exhibits include: Decorative home lighting, February 21 to March 9; U.S. Department of Agriculture, March 15 to April 15; commercial photographic equipment, April 30 to May 25; and ladies' handbags, June 11-29.

N. Rhodesian Assembly of U.S.-Type Vehicle Planned

SALISBURY.—The project to build a factory in Lusaka to assemble Willys Jeeps has been given the go-ahead, according to a recent press report.

The plant, initial capital outlay for which is believed to be about $700,000, is expected to be in production by the middle of 1962. Parts will probably be imported from the United States. By the end of the first year, production will total about 1,000 vehicles annually.

It will eventually turn out a full range of Willys Jeeps on 4 to 6 different wheel bases, using up to 60 different bodies. Output in the future may not necessarily be limited to the assembly of Willys vehicles. For this reason, the new company is to be called Rhodesian Motors Assemblers, Ltd.—U.S. Consulate General.

Swedish Motorbus Market Opens for U.S. Concerns

STOCKHOLM.—Sweden offers a good potential market for motorbuses of foreign makes, including American.

Officials of the Stockholm Tramways Co. and the State Railways Administration have indicated that the needs for buses are expected to grow substantially in the coming years. This trend is attributed to the accelerated retirement of street railways in Stockholm and their replacement by bus lines, as well as to the shift, under investigation by the Swedish Government, from left- to right-hand traffic in Sweden.

Should the shift to right-hand drive win the approval of the Riksdag, it is likely to be made some time during 1964-67, cost and other considerations to determine the exact date for the measure.

According to Stockholm tramway officials, most buses now in service there are of domestic manufacture—Volvo and Scania-Vabis. The Stockholm Tramways Co., however, has stated that it is seeking foreign sources of supply for motor buses because the 2 local bus manufacturers are already operating at all-out capacity to meet domestic and export market demands.

800 Buses May Be Needed

A tentative estimate places the immediate need for new buses in Stockholm at about 100 vehicles. In the event of a shift to right-hand traffic, however, this number is expected to rise immediately to about 800 vehicles spread over a 4-year period. Local transport officials state that almost all of these additional buses would have to be imported since the local manufacturers of bus bodies would be fully occupied in converting the existing Swedish bus fleet to meet right-hand traffic requirements.

A total of 119 diesel and gasoline operated buses were imported into Sweden in 1960. There were no imports from the United States.

● American bus manufacturers who wish to share in the expanding Swedish market for buses would be well advised to communicate directly with the Stockholm Tramways Co. and the State Railways Administration, supplying them with detailed specifications and technical data.

Further information regarding the needs of Stockholm and other parts of Sweden may be obtained by writing to Mr. Olof Kekonius, Technical Manager, AB. Stockholms Spårvägar, Johanneshov, Sweden; and to Mr. Gösta Holvid, Chief of Bureau, Biltrafikbyrån, Kgl. Järnvägsstyrelsen, Landsvägen 52, Sundbyberg, Sweden.—U.S. Embassy.

U.S. Export Shipments of Round Wood Pilings Expected To Reach Record High

EXPORTS of round wood piling from the United States in 1961 will probably set a new postwar high of about 5 million linear feet when data for the last 2 months become available. Total exports for 1960 were 4,261,113 linear feet. Nearly 84% of the more than 4 million linear feet exported in the first 10 months of 1961 was shipped to Japan.

Many other countries, however, are actual or potential customers for this commodity, either in its creosoted or untreated form. The principal woods involved are believed to be west coast conifers and southern pine.

Current statistics do not differentiate species of wood or whether the piling is treated or untreated. In 1957, the last year in which a separate export class was provided for treated piling, 39% of the piling exported was in the treated form. Treated piling has a much higher export value, reportedly averaging $1.26 per lineal foot in 1957, compared to $0.47 for untreated piling. Some indication of the probable species of wood involved is provided by an analysis of reports from the Customs Districts through which piling exports were made in the first 10 months of 1961.

Treated Pilings to Canada

Countries in the Western Hemisphere are the most important destinations for treated piling. Canada is an important market each year, taking about two-thirds of its imports in the treated form and buying about 70% of the total so far through October 1961 from the west coast of the United States. Other Western Hemisphere destinations for piling in the period 1957 through October 1961, with notes on frequency—number of years with entries out of the five, percentage treated in 1957, and principal exporting regions in 1961, are as follows:

Mexico, 5, 91% treated, gulf coast; Guatemala, 1, 48%, none so far in 1961; Honduras, 1, 100%, none so far in 1961; Nicaragua, 5, 100%, gulf coast; Canal Zone, 4, 100%, none so far in 1961.

Bahamas, 5, 93%, Florida; Jamaica, 5, 100%, eastern and gulf coasts; Haiti, 2, 100%, none so far in 1961; Dominican Republic, 1, untreated, none so far in 1961; Trinidad, 1, no data on treatment, none so far in 1961.

Netherlands Antilles, 4, 100%, Maryland; Colombia, 3, 100%, none so far in 1961; Venezuela, 5, 96%, eastern and gulf coasts; Peru, 5, 100%, gulf coast and Oregon; and Chile, 1, 100%, none so far in 1961.

There have been piling exports to several European countries in one of the 5 years being considered: United Kingdom, in 1961, from Oregon and Virginia; Belgium, 1961, from Washington; Spain, 1957, 100% treated; and Turkey, 1961, from New Orleans.

Sporadic shipments have also been made to the Near East—Iraq, Iran, Israel, Kuwait, and Saudi Arabia.

Countries of destination in the Far East include:

Indonesia, 1960-61, probably untreated, from Oregon; Korean Republic, 1960-61, from Washington; Hong Kong, 1957, 40% treated; Taiwan, 1957, all untreated; Nansei and Nanpo Islands, 1959; and, of course, Japan.

Ten percent of Japan's takings of 1.3 million linear feet of U.S. piling in 1957 was reported as treated. Total exports to Japan increased to 3.1 million linear feet in 1958, 3.8 in 1959, 3.3 in 1960, and 3.4 in the first 10 months of 1961. About 95% of the latter was shipped from the west coast.

L.A. Market Could Grow

Other opportunities for export of wood piling will appear. In Latin America, particularly, the Alliance for Progress, as announced in March 1961, contemplates contributions of at least $20 billion to developments over the next 10 years. External aid of such proportions is certain to result in much heavy construction, and an increased need for wood piling. Most of this will require preservative treatment. The United States is in a favorable position with its resources of suitable softwood timber and array of favorably situated treating plants to participate fully in this expanding market.

The Japanese market, mainly for untreated piling, has been increasing rapidly in the last few years, and is expected to continue to grow in the foreseeable future. There may be temporary interruptions in the booming Japanese economy and related level of construction, but the long-term trend still points sharply upward.

Experienced exporters of wood piling will make sure that their agents in promising markets check all major heavy construction projects in their respective countries in order to ascertain possible requirements and procurement intentions for wood piling.

Imports of green coffee into the United States in November 1961 totaled 212.7 million pounds valued at $66 million, compared with 241.5 million pounds valued at $83 million for November 1960, according to U.S. Bureau of the Census figures. This was a decrease of 12% and 20.2%, respectively, in poundage and value.

ECSC Steel Output Sets New Record

Notwithstanding a decline in demand, a publication of the High Authority of the European Coal and Steel Community shows that the steel industry in the Community performed well during 1961. Steel production totaled 73,247,000 metric tons of crude steel, surpassing the record output of 1960. However, the increase was only 411,000 metric tons or 0.6% compared to a 9.6% increase in 1960 over 1959.

Steel production for the second half of 1961 was below that of the first half. Starting with August 1961, the monthly production rate of most of the member countries lagged behind the corresponding months of 1960. While in the past 10 years, the Community's steel industry was hard pressed to satisfy demand, it now seems that production capacity slightly exceeds demand.

The reduction in the rate of production is due to a lag of new orders by users of laminated steel products who were drawing down their stocks. Stock reductions were particularly pronounced in the Federal Republic of Germany, which alone consumes nearly half the steel output of the ECSC. These stock depletions resulted in a German production of almost 2% less than in 1960, which was strong enough to offset the considerable Italian increase of 10.9% and the French rise of 1.7%.

Turkish Production of Hides And Skins in Slight Rise

ANKARA.—Hide and skin production in Turkey was estimated to be higher in 1961 than in 1960. Production of bovine hides and skins increased from 1,176,000 pieces to 1,203,000. Sheep and lamb output rose from 5,727,000 skins to 6,021,000, and goat and kid production rose from 1,577,000 skins to 1,683,000.

Turkish bovine hides and skins are not considered to be of very good quality and are not in great demand either for domestic leather production or on foreign markets. Turkey, therefore, is chiefly dependent on imports for requirements of these types. On the other hand, Turkey has an exportable surplus of ovine skins.

U.S. exports of cattlehides to Turkey amounted to 263,366 pieces and were valued at $2,263,355 in the first 9 months of 1961. In calendar year 1960, 217,081 cattlehides, valued at $1,869,663, were exported to Turkey. These shipments of U.S. cattlehides to Turkey were accomplished through the Agency for International Development programs.

U.S. imports of hides and skins from Turkey in the first 9 months of 1961 consisted of 1,012,751 sheep and lamb skins valued at $1,249,610 and 20,180 goat and kid skins valued at $26,800, according to preliminary data. In calendar year 1960, the United States imported from Turkey 1,231,250 sheep and lamb skins valued at $1,572,560 and 51,037 goat and kid skins valued at $58,925.—U.S. Embassy.

South African Pig Iron Slated for Japan

JOHANNESBURG.—The African Metals Corp. (AMCOR) has concluded an agreement with Yawata Iron & Steel Co., Japan's largest steel producer, to supply it with 5 million long tons of pig iron over a 10-year period beginning in 1964.

AMCOR plans to ship 500,000 long tons worth R18 million (1 rand=US $1.40) each year. The Continental Ore Corp., New York, which assisted in negotiations leading up to the contract, is acting as AMCOR's servicing agent.

Exports of 500,000 long tons of pig iron a year by AMCOR will be nearly twice the amount of total South African exports during 1959, the biggest to date. AMCOR, whose present annual capacity is 350,000 tons, will build a fourth blast furnace at its plant in Newcastle, Natal, at a cost of between R9 and R11 million. When completed in 1964, it will employ about 200 persons.

Ancillary benefits to South African industry will be an increase in production of iron ore for use by AMCOR—from 500,000 to 1,400,000 tons a year. The corporation obtains its ore from Manganore Iron Mining, Ltd., jointly owned by AMCOR and South Africa Manganese, Ltd. An agreement for additional supplies has been made with the Swaziland Iron & Steel Development Co. who will supply ore to AMCOR over a 10-year period beginning in 1964.—U.S. Consulate General.

MARKET INDICATORS FOR EUROPE

Latest basic statistics from international sources on population, production, expenditures, trade, finance, for each of 20 countries.

World Trade Information Service report, part 3, No. 61-24. Published July 1961 and for sale by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

16 pages **20 cents**

U.S. Imports of Steel Rise, Exports Fall

U.S. imports of steel mill products, which had been increasing since January 1961, continued to move upward in November, while exports dropped.

Imports totaled 357,000 tons in November compared to 335,000 tons in October (FCW, Jan. 8, p. 59), and 198,000 tons in November 1960, according to U.S. Bureau of the Census figures. Increased purchases of structural shapes, plates, bars (other than reinforcing), and steel pipe accounted for the rise. They were the highest since the 459,000 tons imported in March 1960, a month influenced by the 1959 steel strike, and brought the total for the first 11 months of 1961 to 2.9 million tons compared to 3.1 million in the 11-month period of 1960.

Increases in Some Exports

November exports of 193,000 tons were 15,000 tons below October and 41,000 tons below November a year ago. A drop of 25,000 tons in sales of semifinished steel products and 13,000 tons in rails and accessories accounted for the decline.

At the same time, however, there were important gains in exports of sheet and strip (up 11,000 tons) and tinplate (up 7,000 tons). Total exports for the first 11 months of 1961 were only 1.8 million tons, 1 million tons less than for the same period of 1960. With the exception of the strike year 1959, these exports were the lowest since 1938.

The heavy demand for steel in the United States at present is in part buying for inventory in anticipation of a possible strike. This may intensify the current trend of rising steel imports and declining sales abroad. Domestic steel production has risen sharply in recent weeks and delivery periods are lengthening. There are as yet no indications of increased ordering of steel abroad as a strike hedge.

Promotion . . .

(Continued from page 221)

deavor to return samples at the owner's expense, it can assume no responsibility for the return or for their condition.

The Embassy reports that practically all space for the 1962 Utrecht Trade Fair has been rented. U.S. companies desiring to exhibit in subsequent years should begin negotiation with the Fair management at least 9 months in advance.

However, American firms already having representatives or distributors in the Netherlands may find that the latter have space at Utrecht which might be utilized for display of their lines.

New French Plant To Make Synthetic Rubber for EEC

PARIS.—Goodyear International Corp. has announced that it will begin construction of a new $6-million synthetic rubber plant in France early this year to be completed in 1963. The rapidly expanding market for synthetic products, particularly within the Common Market, was the principal reason given for the decision to build this new plant.

The factory will be located at Sandouville, near Le Havre, which is close to a refinery. The capacity of the plant and the exact types of synthetics to be manufactured have not been announced. In general, synthetic rubber, resins, and latex will be produced.

French production of synthetic rubber has expanded rapidly over the past 2 years. Further substantial increases will take place as the plants now planned or under construction go into operation. French production of synthetic rubber of all types totaled 17,216 long tons in 1960, and output in 1961 is believed to have exceeded 30,000 tons. French consumption of synthetic rubber in 1960 was 90,776 long tons and the total for 1961 may have increased slightly to about 95,000 tons.—U.S. Embassy.

U.S. exports to France in 1960 were 55,320 long tons, and 31,592 tons for 11 months of 1961.

Underground Copper Mine In N. Rhodesia Expands

SALISBURY.—With the scheduled completion in January of a 4-year, $45-million development plan, the Mufulira mine in the northern Rhodesian copperbelt is reported to be the second largest underground copper mine in the world. The American-owned (Kennecott) Braden Copper Co.'s El Teniente mine in Chile is the largest.

Copper ore reserves at Mufulira, in mid-1961, were estimated at 182 million short tons, with a potential worth exceeding $100 billion at current prices.

In order to increase production (FCW, Jan. 8, p. 61), the underground workings were extensively improved. Five new shafts were sunk and equipped and the concentrator and smelter were extended. In addition, an entirely new African township was established.—U.S. Consulate General.

Most of Rhodesia's copper is shipped to Europe with none at present entering the United States. The last year in which substantial quantities came to the United States was 1959, when 16,000 tons of blister copper and an equal amount of refined copper were imported, according to U.S. Bureau of the Census figures.

Italian Abrasive Products Industry Expands; Imports Face Competition

ROME.—In the last few years production of the Italian abrasive products industry has increased at a rate of about 9% annually as the industry modernizes to meet the demands of new markets created by Italy's industrial growth. Output in 1961 is expected to reach $10,800,000.

U.S. products have been able to compete successfully in the Italian market despite their higher prices. The degree of competition will increase as the Common Market enlarges.

The increases in the Italian abrasive products industry are almost totally concentrated in the bonded abrasive segment of the industry which has been rapidly modernizing in recent years. The coated abrasive segment has lagged behind bonded abrasives mainly because lack of investment capital has brought slower modernization of plant facilities and technological advancement.

According to industry sources, production of bonded abrasives in 1961 should amount to $6.7 million, compared with 1960 production of $6.3 million. In 1959, production was valued at $5.7 million.

Production of coated abrasive products in 1961 should come to $4.16 million, compared with 1960 production valued at $4 million.

The steady increase in domestic production of abrasive products in the past 3 years, according to local sources, has been the result of a growing demand from Italian manufacturing industries as Italy continues its industrial growth. In the first 8 months of 1961 overall industrial output was 8% greater than that of 1960. The growth of those industries which are the principal consumers of abrasive products was either equal to or greater than the overall growth rate (FCW, Nov. 27, p. 29).

If the present growth rate continues, officials of the abrasive products industry are predicting a 6% annual increase in production for the next 5 years.

To meet the anticipated increasing requirements for abrasive products, the industry has been reported as making new investments totaling about $3.2 million in the past 2 years.

New capital thus far has been utilized largely for modernization. Some expansion of existing plants has been accomplished, but there is little likelihood that new production facilities will be built. Future investment is most likely to be used for continued modernization so that the industry can meet the strong competition expected from other European producers. It is reported that Switzerland is making a strong effort to penetrate the Italian market. In addition, Czechoslovakia, which offers coated abrasive products at advantageous prices, will continue to be a serious competitor.

Market for U.S. Products

Superior quality and greater durability have made U.S. abrasive products desirable for many operations. In the future, however, U.S. products will face stiffer competition as the quality of Western European abrasive products improves.—U.S. Embassy.

U.S. exports of bonded abrasive products in 1960 amounted to 181 short tons valued at $322,992, compared with 112 short tons valued at $237,082 in 1958. Exports for the first 10 months of 1961 were 138 short tons valued at $367,864, according to U.S. Bureau of the Census figures.

Coated abrasive exports from the United States to Italy amounted to 10,768 reams valued at $382,667 in 1960, compared with 10,513 reams valued at $323,401 in 1958. Exports for the first 10 months of 1961 were running ahead of the total of 1960, amounting to 12,809 reams valued at 427,337.

U.S. imports of Italian abrasives are negligible.

Yugoslav Group To Visit U.S. Machine Tool Firms

A machine tool industry study team from Belgrade, Yugoslavia, is expected to arrive in New York City on February 16 for a 5-week study tour of specific machine tool plants in the United States.

In the last 2 weeks of February, the Belgrade team will be in New England to visit:

Bullard Co. and Baird Machine Co. of Bridgeport, Conn.; Brown & Sharpe Mfg. Co. and Taft-Peirce Mfg. Co. of Providence, R.I.; LaPointe Machine Tool Co. and Heald Co. in the Boston area; and Jones & Lamson Machine Co. of Springfield, Vt.

In the first 2 weeks in March, the machine tool study team will tour the following plants:

Farrell-Birmingham Co. of Rochester, N.Y.; Erie Foundry Co. of Erie, Pa.; Lees-Bradner Co. of Cleveland, Ohio; and Michigan Tool Co. and Ex-Cell-O-Corp. of Detroit, Mich.

The team will also visit a few metalworking equipment plants, technical and trade associations, and labor organizations.

Oslo Fur Auction Brings Generally Lower Prices

OSLO.—Norway's first international fur auction of the season was held December 1-7, 1961, and 97% of the furs offered were sold. Prices generally were lower than those received at the December 1960 auction, except for dark mink and sapphire mink.

Prices of dark mink, up about 20%, ranged from a low of $19.60 to a high of $67.20 per pelt. Sapphire mink prices were about 10% higher and ranged from $18.40 to $44.10 per pelt.

Of the 229,388 mink pelts offered for sale, 222,500 were sold.

Although Norway is one of the world's leading producers of mink pelts, her domestic consumption is comparatively small. Almost all domestic mink pelts are exported. A major share of these are destined for the United States, the world's leading producer and consumer of mink fur.

U.S. Buys More Pelts

In the first 11 months of 1961, the United States imported a total of 3,020,143 mink pelts valued at $33,240,342, of which 435,945 pelts valued at $4,616,237 were from Norway, according to U.S. Bureau of the Census figures. In calendar year 1960, a total of 2,845,811 mink pelts valued at $44,447,729 were imported and 395,965 pelts valued at $6,089,571 were imported from Norway.

U.S. exports of mink pelts to Norway in the first 11 months of 1961 consisted of 1,259 dressed mink valued at $26,200 and 1,654 undressed mink valued at $9,294. In calendar year 1960, 1,403 dressed mink pelts valued at $27,203 and 928 undressed mink pelts valued at $19,737 were exported to Norway.

Of the 36,469 Norwegian Blue Fox pelts offered for sale, 35,375 were sold. Prices averaged $16.80 per pelt, with a high of $28.70 received for "saga" quality pelts.—U.S. Embassy.

U.S. Exports of Paper, Pulp Machinery High, Imports Up

Total U.S. exports of paper and pulp machinery may reach an alltime high in 1961. Imports, meanwhile, may show a 25% increase over those for 1960.

Based on a study of the first 10 months of 1961, total exports are estimated at $64 million. This is a 3% increase over the previous high in 1960. The industry has shown a steady rise in exports since 1954. The largest yearly gain was in 1960 when there was a 22% increase over 1959.

Imports also have risen steadily since 1954. The 1961 imports may reach $4 million, compared to $3 million in 1960.

Canada and Finland received 35% of the paper and pulp machinery exported from the United States in 1960. Japan, Sweden, Venezuela, and the United Kingdom are the other leading markets. Export possibilities should continue to expand in 1962. Buyer interest is strong and orders have increased in recent months.

Softwood and Some Hardwood Veneer Imports of U.S. Up

U.S. imports of veneer in the first 11 months of 1961 increased about 5% over those in the same period in 1960, rising from 816 million to 859 million square feet.

Imports of softwood veneer were up about 20% in 1961, from 36 million to 43 million square feet. Birch, beech, and maple rose from 438 million to 481 million feet. Philippine hardwood veneer increased from 195 to 205 million feet. In contrast, imports of all other hardwoods dropped about 16 million feet or 10% below 1960 totals.

More than 90% of veneer imports into the United States were supplied by 8 countries. Imports from Canada, which supplied more than 60% of the total, rose from 480 million to 522 million square feet in 1961. Imports from the Philippine Republic, which supplied another 23%, increased from 188 to 200 million feet.

Of the other 6 major supplying countries, imports from Brazil, Mexico, and Costa Rica increased. Shipments from the Republic of the Congo (Leopoldville) and West Germany remained at the 1960 level, and Japan dropped more than 50%, from 20 to 8 million feet.

Tunnels . . .

(Continued from page 219)

portedly favor the project, and the Societa per il Traforo della Spluga has been authorized by the Swiss to carry out all necessary planning and research in Swiss territory.

The European Economic Community, according to reports, has recognized the importance of the Spluga tunnel in communications within the EEC and has broached the possibility of a financial contribution by the European Investment Bank.

Supporters of the Stelvio tunnel project are confident the Italian central authorities will approve this project as well, although some difficulties may be encountered in financing it out of public funds.—U.S. Consulate General.

Ecuador's rice exports have dropped in 1961, according to the Foreign Agricultural Service.

U.S. Paper and Board Exports at New High

U.S. paper and board exports exceeded 1 million tons for the first time in 1961 and are expected to continue upward in 1962, although at a more moderate pace than in the 2 previous years. An increase of 10% is anticipated for 1962 over 1961, compared with the 14% gains recorded for paper and board exports between 1959-60 and 1960-61.

The lowered rate of export gain foreseen in 1962 is based mainly on an expected reduction in Western European demand. The major consuming countries of U.S. paper and board in Western Europe appear to be resuming a more normal economic growth pattern, following the boom conditions that prevailed there since 1958.

The volume of U.S. paper and board exports reached last year was double the amount recorded 10 years earlier. In 1961, exports accounted for nearly 3% of the total output of 35.5 million tons. As recently as 1953, exports represented just over 1% of production. The ratio of exports to production in 1962 is expected to be maintained at the 1961 level as an output rise of 8.5% to 38.5 million tons is anticipated.

Imports Rise

New highs are also foreseen in U.S. imports and consumption of paper and board in 1962. An increase in imports over 1961 of some 4% and 8% in apparent consumption (production plus imports minus exports) is possible. Imports, consisting mainly of newsprint from Canada, are expected to total 6.1 million tons in 1962. The 1961 imports advanced by about 3% above 1960, to 5.9 million tons, despite a slack in advertising which reduced the newsprint consumption increase rate.

The ratio of U.S. imports to consumption has shown a downward trend in recent years owing largely to the expanding share of newsprint demand supplied by domestic newsprint mills. In the past 10 years, imports declined from a 17% share of consumption to about 14% in 1961. The expected upswing in the economy will probably boost domestic demand to 43.5 million tons in 1962 for a gain of 3.2 million tons above the 1961 quantity.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Dominican Republic Sugar Quota Set

The Dominican Republic has been allotted a regular sugar quota of 43,204 short tons at raw value for the first 6 months of 1962, and a nonquota entry amount—so-called "windfall quota"—of 315,987 short tons for the same period, the U.S. Department of Agriculture has announced. A short ton is 2,000 pounds; raw value is set at 96 degrees or 96% pure sugar.

The newly allotted amounts are in line with the recent removal of Organization of American States sanctions against the Dominican Republic, and resumption of diplomatic relations by the United States. Further allotments are not yet clearly forseeable.

An additional 389,622 short tons of the former Cuban quota for the first half of 1962 has yet to be allotted; some part of this could be assigned to the Dominican Republic. Quotas for the second half of 1962 will depend on the renewal or extension of the present Sugar Act, which expires in June 1962.

German, Liechtenstein Firms Denied Export Privileges

Two export-import firms, BOMAG, G.m.b.H. of Staufen and Celle, West Germany, and Veku Import of Vaduz, Liechtenstein, have been denied all U.S. export privileges for the duration of export controls for violations of export control regulations, the Bureau of International Programs has announced.

The denial order also applies to the two firms' successors, officers, directors, agents, and employees, and to all persons and firms related to them in the conduct of trade. It specifically names Carola Schueler, owner, Rudolph Stumpf, a manager, and Carola Gasch, an employee, of BOMAG, and Dr. Alois Vogt, sole director of Veku Import.

The Bureau's order found that BOMAG and its officials obtained a Type P-33 seismograph system, valued at over $41,000, from the United States on false representations that the equipment was for use in West Germany. After the equipment was licensed for West Germany and left the United States in late 1959, BOMAG disclosed its original intention to transship it to Austria for Veku Import's account. U.S. permission to do so was refused. Despite this refusal, BOMAG went ahead with its prearranged unlawful plan with Veku Import, and at the latter's instruction shipped the equipment to Express Internationale Spedition, a Vienna, Austria, forwarding agent, presumably for on-shipment to a Soviet bloc destination. This Austrian firm itself had been denied all U.S. export privileges in March 1959. Dr. Vogt was found to have participated in the transaction when he had reason to know that a violation of U.S. export controls was to occur.

Under the terms of the order, all parties covered by it are prohibited from ordering, receiving, disposing of, or otherwise participating in U.S. exportations, either directly or indirectly. The order further states that no other person or firm may engage in any transaction with them or on their behalf which involves U.S. origin goods or technical data.

Inquiry on Portland Cement From Dominican Republic Set

The Treasury Department on January 18 notified the Tariff Commission that portland cement, other than white, nonstaining portland cement, from the Dominican Republic, is being, or is likely to be, sold in the United States at less than fair value. The U.S. Tariff Commission accordingly has instituted an investigation under section 201(a) of the Antidumping Act, 1921, as amended (19 U.S.C. 160(a)), to determine whether an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of importation of such merchandise into the United States.

A public hearing in connection with this investigation will be held in the Tariff Commission's Hearing Room, Tariff Commission Building, 8th and E Streets NW., Washington, D.C., beginning at 10 a.m., E.S.T., on March 1, 1962. All parties will be given opportunity to be present, to produce evidence, and to be heard. Those desiring to appear should notify the Secretary of the Tariff Commission, in writing, at its offices in Washington, D.C., at least 5 days in advance of the date set for the hearing.

Imports . . .

(Continued from cover page 2)

World Trade Information Service, Part 3, No. 61-38, Contribution of Imports to U.S. Raw Materials Supplies, 1960, and Comparisons with 1956-59.

In all, the contribution of 184 raw materials, comprising 96% of total imports of such products, are listed in the report. Imports representing 95-100% of total new supply were reported for 65 materials including such leading import commodities as natural rubber, diamonds, manganese ore, tin, and carpet wool. Items in this group made up about 20% of all imports of raw materials in 1960.

Among 19 materials for which imports represented 80-94% of total new supply, nickel, asbestos, and aluminum were included. For an additional 32 commodities, including a number of important metals and newsprint, the report indicated that imports represented from 50 to 79% of supplies made available in this country. Taken together, imports of items with import/supply ratios of between 50-94% accounted for 22% of the total value of foreign raw materials imports.

For 35 commodities listed in the report, imports represented from 10 to 49% of supplies. In this group, which accounted for 44% of the total, principal imports were copper, iron ore, apparel wool, petroleum, woodpulp, and softwood lumber.

The remaining 43 commodities covered in the BIP report had import/supply ratios of less than 10%. This group included such leading imports as hardwood lumber and various steel products.

U.S. Lifts Ban on Exports To Dominican Republic

Restrictions on U.S. exports to the Dominican Republic have been lifted by the Commerce Department's Bureau of International Programs.

This action came approximately 1 year after their imposition by the Department. Exports to the Dominican Republic will now be licensed on the same basis as exports to all other Latin American countries, except Cuba.

The U.S. restrictions required that individual export licenses be obtained for U.S. shipments of petroleum, petroleum products, trucks and automotive parts. Applications for these export licenses generally were denied. As a result of the new action, these commodities, except for special types of military vehicles and functional parts for them, will be exportable to the Dominican Republic under general license, which requires no prior application to the Bureau.

The Organization of American States, of which the United States is a member, passed a resolution on January 4 which had the effect of removing sanctions voted against the Dominican Republic on the same date a year ago. Action by the Department of Commerce was taken following this resolution and in furtherance of U.S. foreign policy.

Details are published in the Bureau's Current Export Bulletin No. 858, dated January 29.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

February

7.—International Management Program session, International House, Boston, Mass. Sponsor: World Trade Center of New England.

8.—Monthly dinner meeting, International Trade Association of New England, Inc., University Club, Boston, Mass. Speaker: Francis X. Scafuro, vice president, Bank of America (International). Topic: Credit and Financing Machinery Needed for Growth of International Trade.

9-11.—Institute of American Poultry Industries Fact Finding Conference on International Trade Development. Municipal Auditorium, Kansas City, Mo.

11.—Foreign Trade Conference, Springfield, Mo.

12.—International Operations Conference, Edgewater Beach Hotel, Chicago, Ill. Sponsor: Central Region, Pharmaceutical Manufacturers Association. Commerce speaker: Assistant Secretary for International Affairs, Dr. Jack N. Behrman.

13.—Businessmen's conference with U.S. Trade Mission to Peru-Ecuador. St. Louis, Mo.

14.—Export Clinic, Greenville, Miss. Sponsors: Louisiana-Mississippi Regional Export Expansion Committee; Memphis REEC; Delta Council; Port of Greenville; Greenville Chamber of Commerce. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

14.—Export Trade Development seminar, Hotel Patton, Chattanooga, Tenn. Sponsors: Chattanooga Manufacturers Association, Chattanooga Chamber of Commerce, Regional Export Expansion Committee, Small Business Administration.

15.—Detroit World Trade Club monthly dinner meeting. Sponsor: Detroit World Trade Club, Inc. Commerce speaker: Dr. Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

16.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Biltmore Hotel, Los Angeles, Calif.

19.—Exportunities Workshop, Youngstown, Ohio. Sponsor: Youngstown Area Chamber of Commerce; Cleveland Regional Export Expansion Committee. Commerce speaker: Ernest Rubin, Bureau of International Programs.

21.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan, Board Room, Bank of America Bldg., San Francisco, Calif.

21.—New Orleans Export Managers Club monthly luncheon. Commerce speaker: William R. Hayden, Bureau of International Programs.

22.—Electrical Insulation Conference, Shoreham Hotel, Washington, D.C. Commerce speaker: Dr. Jack N. Behrman, Assistant Secretary for International Affairs.

26-27.—25th Chicago World Trade Conference, Pick Congress Hotel, Chicago, Ill. Sponsors: Chicago Association of Commerce and Industry, International Trade Club of Chicago.

28-Mar. 3.—International Automotive Service Industries Show. Navy Pier, Chicago, Ill.★

28.—Briefing session: Legal Problems in Doing Business With Japan. International House, 470 Atlantic Ave., Boston, Mass. Sponsor: Japan Society of Boston, Inc.

March

1.—Monthly dinner meeting, Cheshire Inn, St. Louis, Mo. Sponsor: World Trade Club of St. Louis, Inc.

5-9.—Annual convention, National Photo Dealers and Finishers Association, Conrad Hilton Hotel, Chicago, Ill.

6-7.—Conference for corporation executives: The U.S. Foreign Aid Program. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

7-8.—Atlanta Regional Export Training Workshop, Atlanta Biltmore Hotel, Atlanta, Ga. Sponsors: Atlanta Regional Export Expansion Committee and Small Business Administration. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

19-23.—13th Annual Institute on Foreign Transportation and Port Operations, University Center, Tulane University, New Orleans, La.

24-April 1.—International Photography Fair, 34th Street Armory, New York, N.Y.

29-30.—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

April

5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association.

5.—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Administrator, Business and Defense Services Administration; L. Edward Scriven, Director, Bureau of International Business Operations.

5-6.—First Florida World Trade Conference, Tampa, Fla. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

9-11.—New England's Annual World Trade Week Conference, Sheraton-Plaza Hotel, Boston, Mass. Sponsor: International Trade Association of New England, Inc.

9-12.—National Packaging Exposition, New York Coliseum. Sponsor: American Management Association.★

18.—Annual meeting, Minnesota Employers Association, Minneapolis, Minn. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

18-20.—International Congress of the International Advertising Association, Chicago, Ill.

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Administration of Export Control requirements concerning licensing and documentation of export shipments and clearance in emergencies.

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